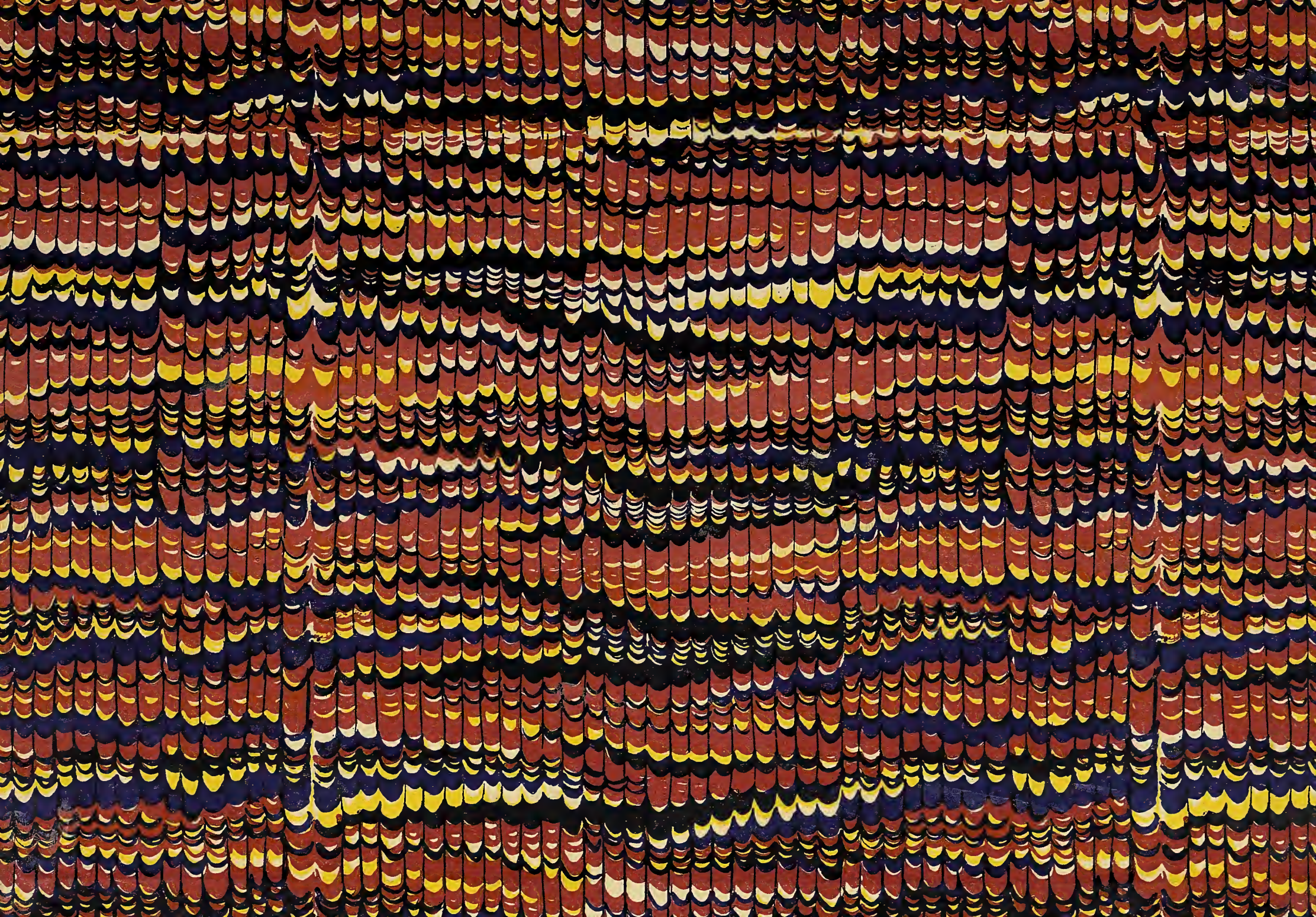




THE

INLAND PRINTER

THE LEADING TRADE JOURNAL OF THE WORLD

IN THE

PRINTING AND ALLIED INDUSTRIES

VOLUME XLV.

April, 1910, to September, 1910

SMITHSONIAN INSTITUTION
282880
U. S. NATIONAL MUSEUM.

CHICAGO, ILL., U. S. A.:

THE INLAND PRINTER COMPANY, PUBLISHERS

INDEX TO THE INLAND PRINTER

VOLUME XLV.

APRIL, 1910, TO SEPTEMBER, 1910.

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VOLUME XLV

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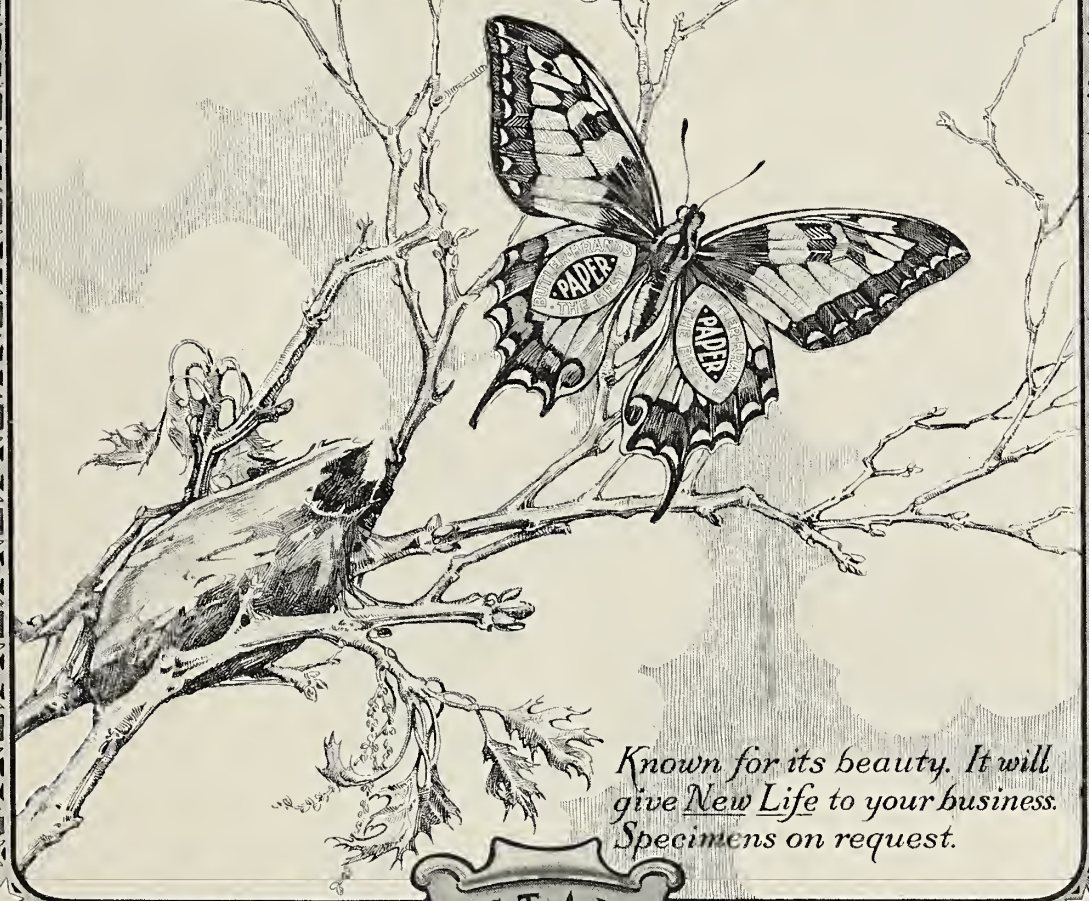
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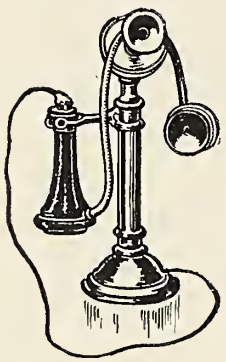
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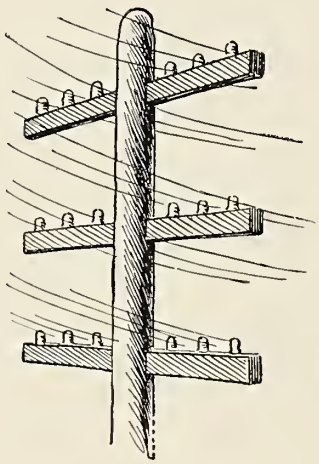
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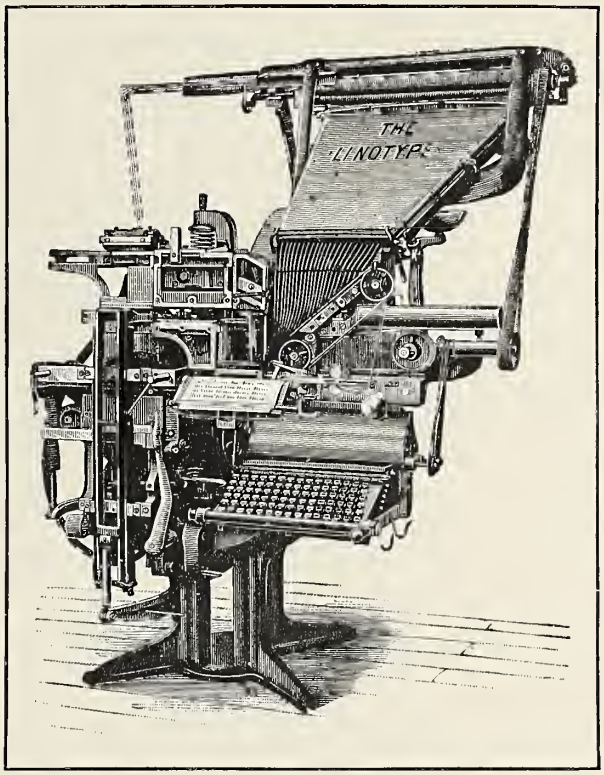
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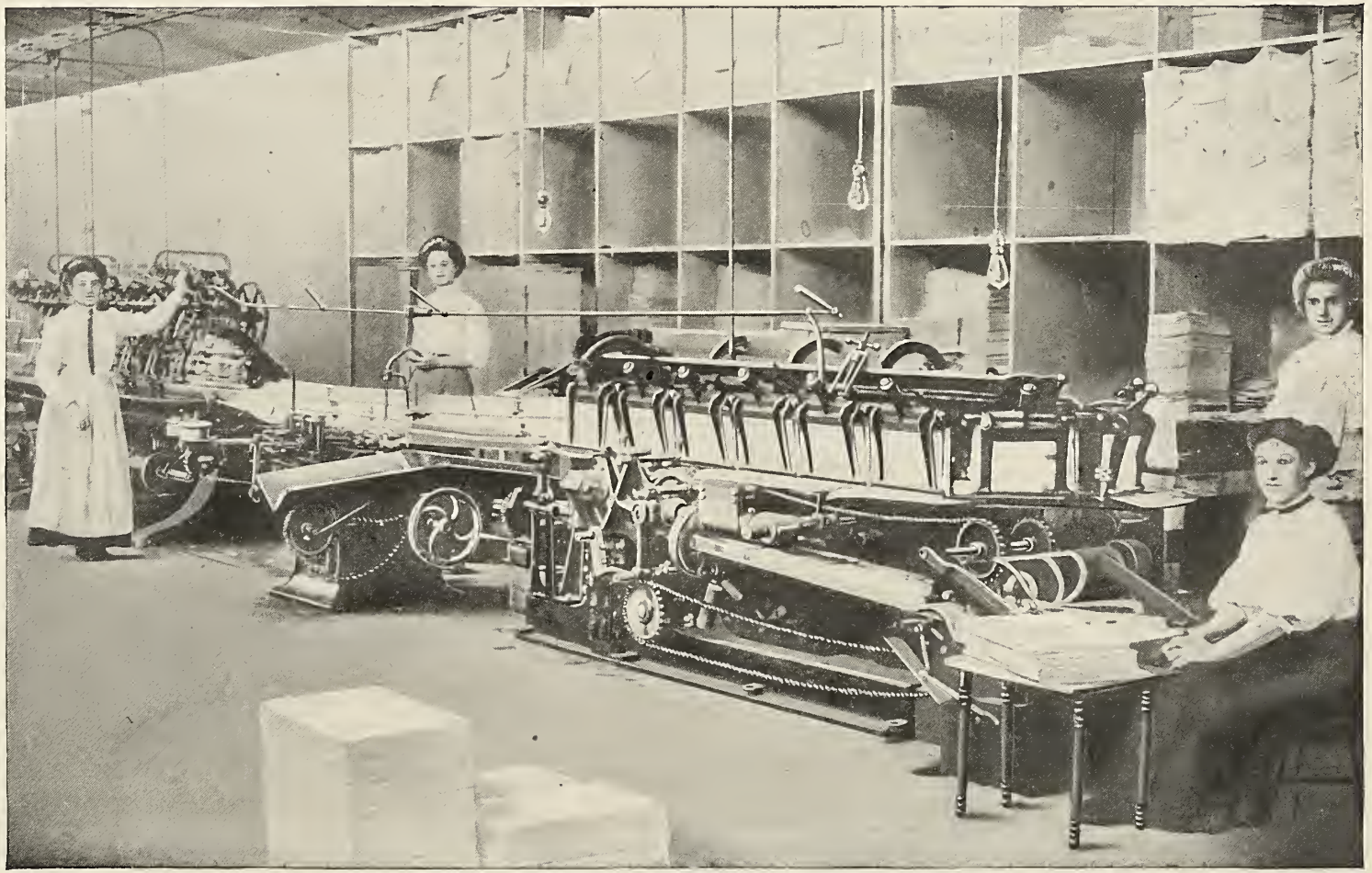
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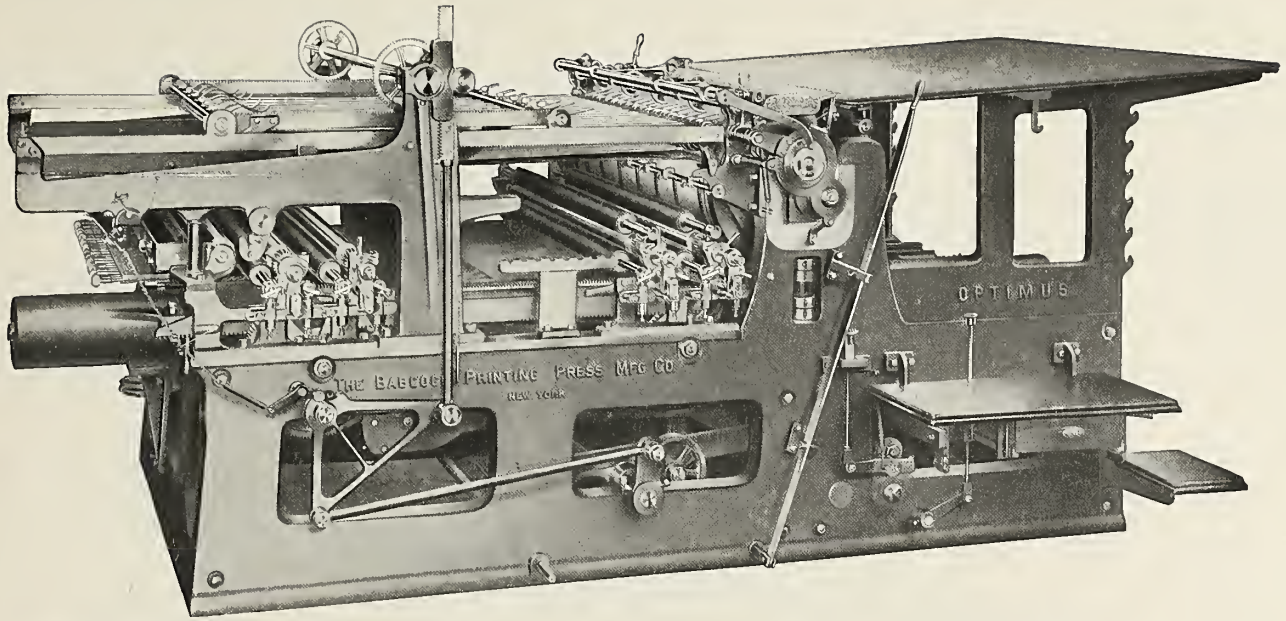
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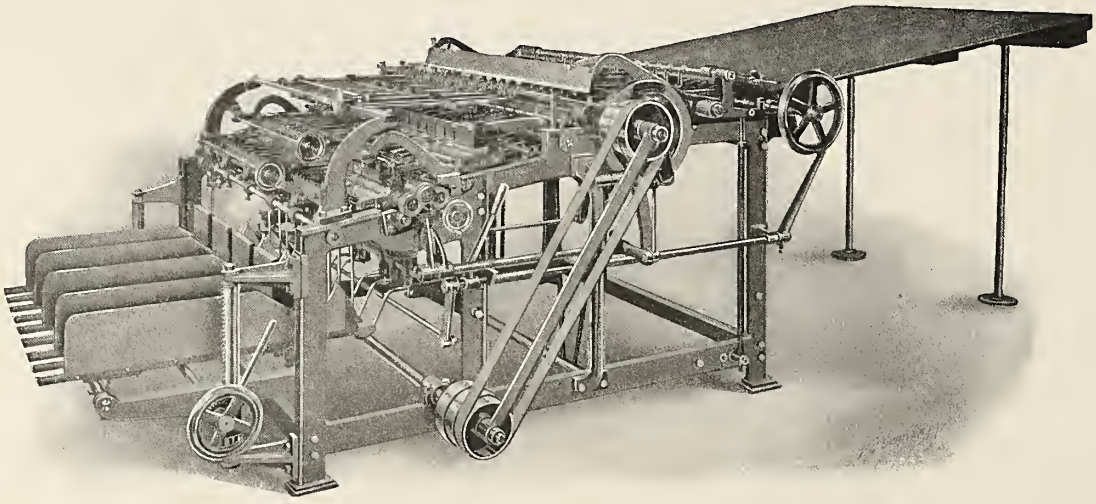
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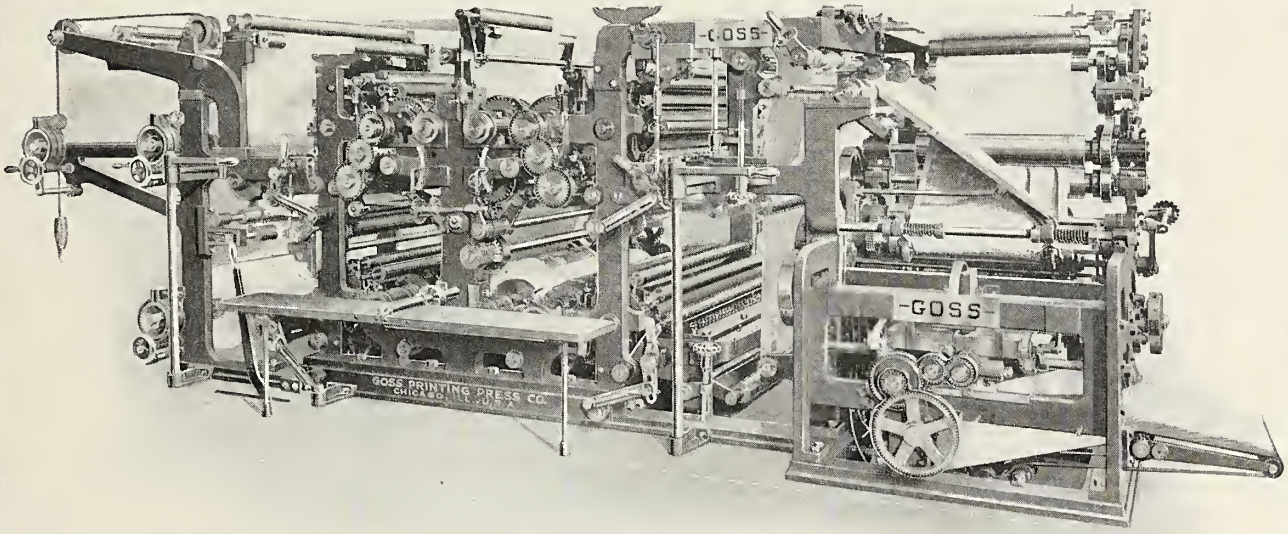
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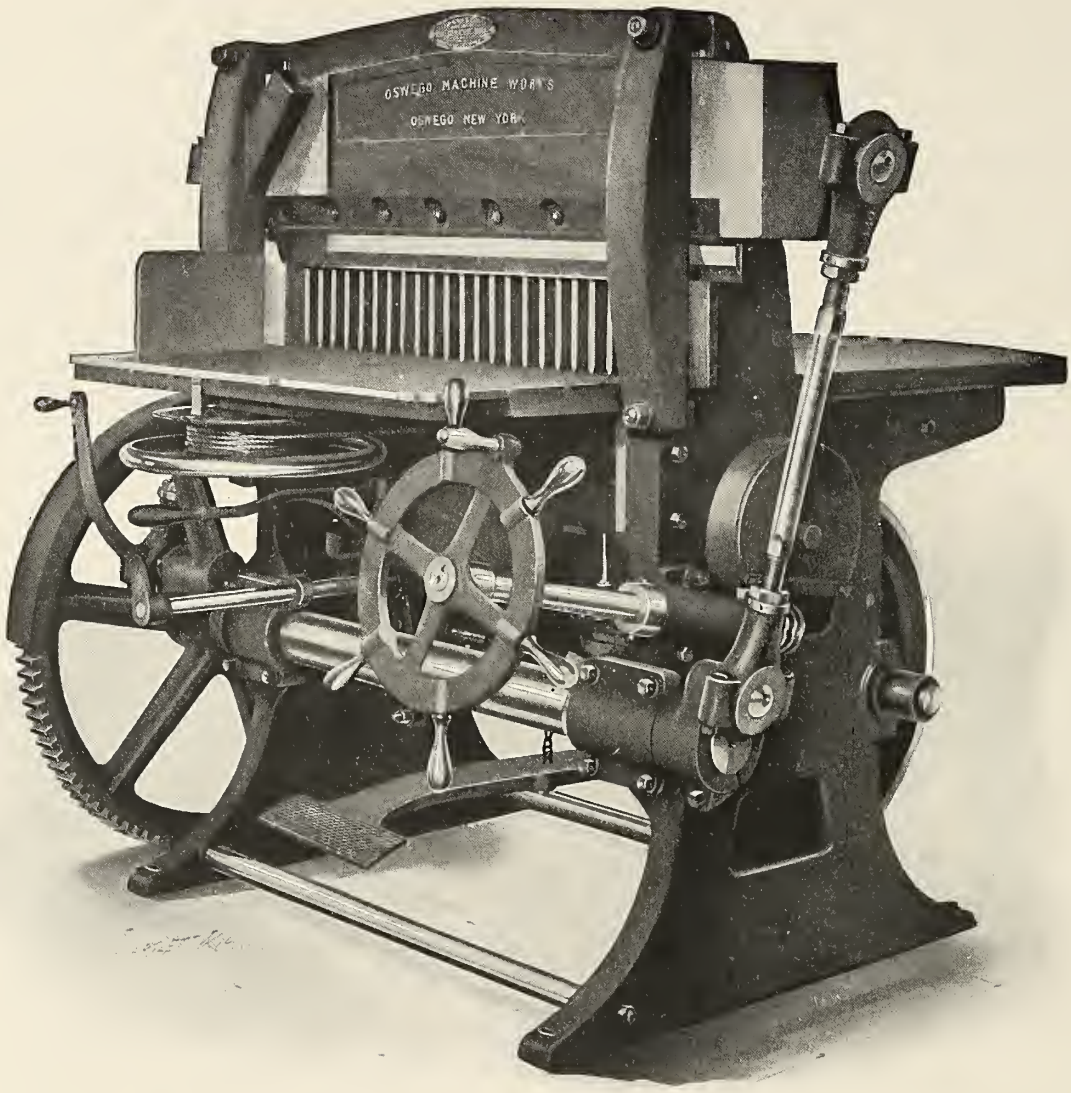
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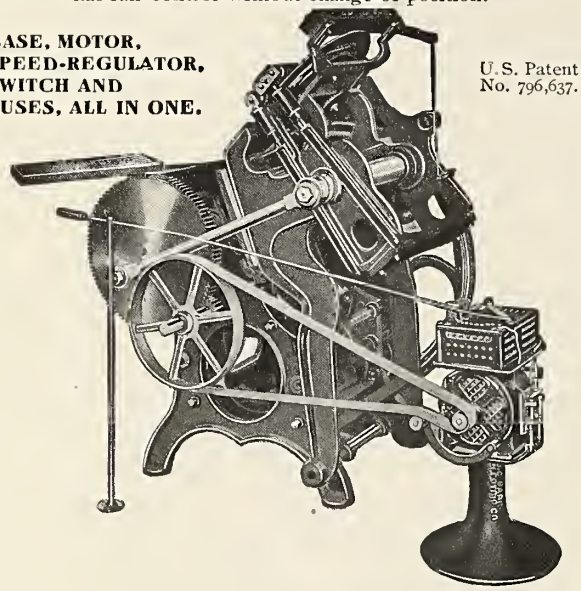


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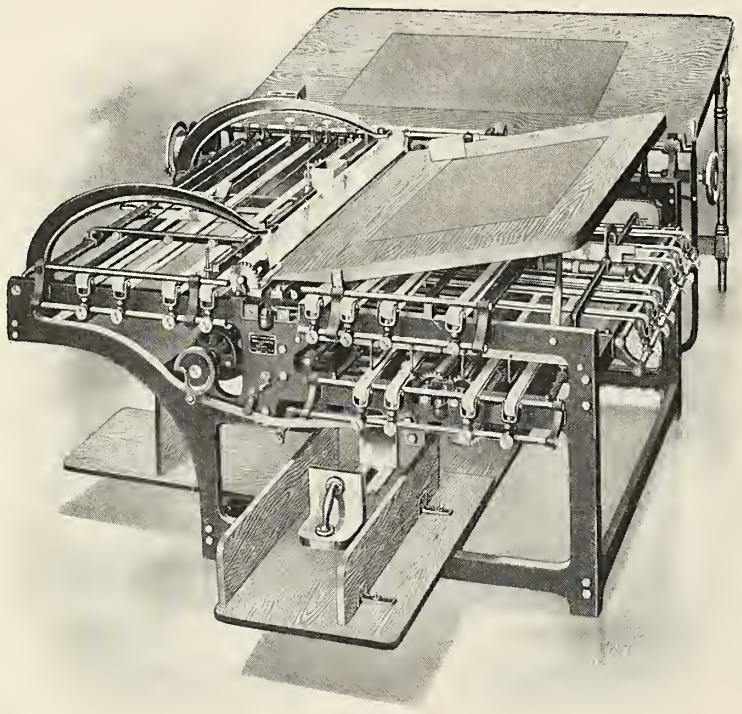
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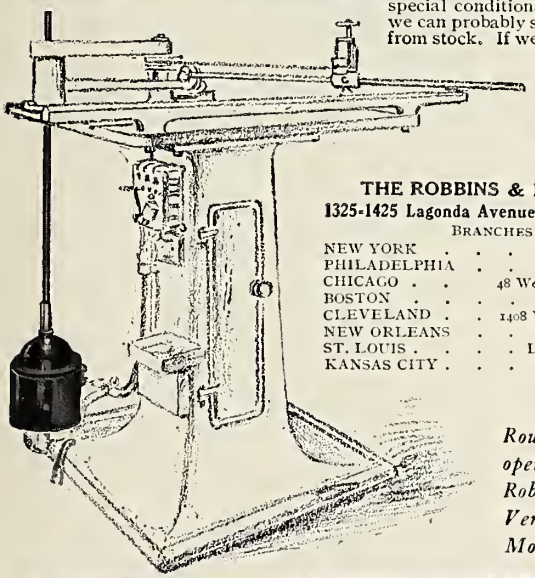
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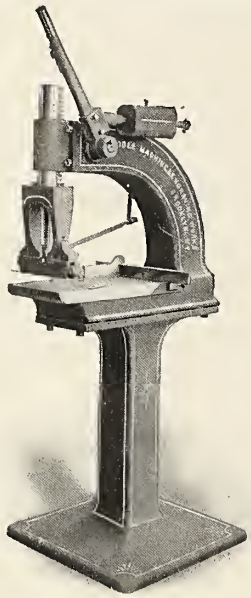
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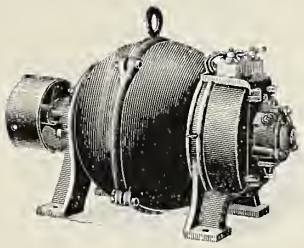
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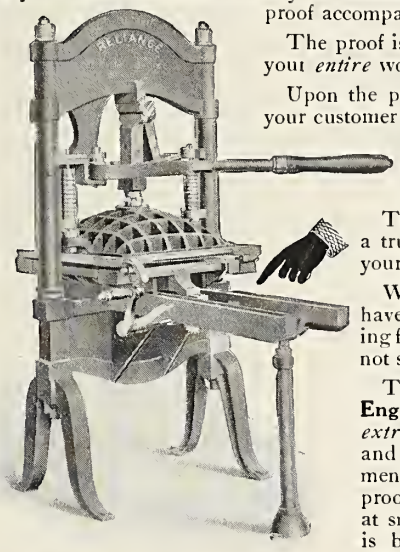
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The Waite Die and Plate Press

USED BY THE LEADING DIE PRESS PRINTERS ALL OVER THE WORLD

- The "WAITE" is known for its strength and durability and the superior quality of its work.
- Does heavy embossing or prints from the finest line-engraved plates at the same speed, 1,500 to 2,000 impressions per hour.
- Uses 40-lb. Wiping Paper only. All other die presses use wiping paper at least 50 per cent heavier.
- Gives hair-line register at full speed.

SIZES: 6 x 10, 5 x 9, 4 x 8, 3 x 5, 2 x 3

WRITE US FOR FULL PARTICULARS

THE NEW ONE

SIZE, 6 x 10

Is immensely superior in strength to all other die presses; it will print in the middle of an 18-inch sheet; embodies all the refinements of the smaller "Waites," and has additional advantages and improvements and is altogether the most efficient die press ever manufactured.

Auto Falcon & Waite Die Press Co., Ltd.

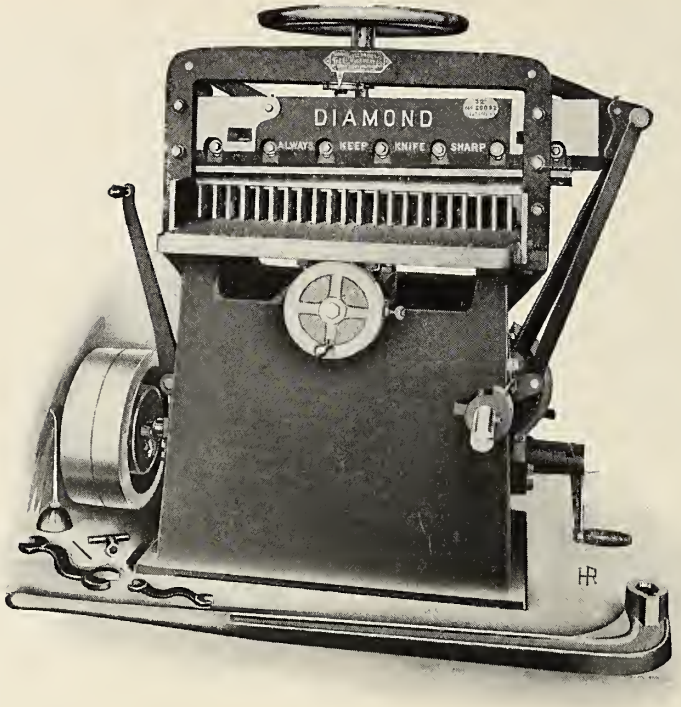
OFFICES AND SHOWROOMS
RAND-McNALLY BUILDING

160 ADAMS STREET, CHICAGO, ILLINOIS

Eastern Selling Agent
S. P. PALMER, 346 Broadway, New York

FACTORY
DOVER, N. H.

Pacific Coast Selling Agents
GEO. RICE & SONS, Los Angeles, Cal.



DIAMOND COMBINATION LEVER AND POWER CUTTER

A WARM RECEPTION

NEVER, in the long term of years that we have engaged in the manufacture of printing machinery, have we introduced a new product that met with the instant recognition and favor that greeted the new DIAMOND CUTTERS.

Although elaborate preparations were made to handle the anticipated demand, we must admit that we were not prepared to meet the extraordinary rush of orders received. However, by increasing this department to twice its normal size, we are now in position to give orders reasonably prompt attention.

The illustration of this machine reveals a radical change in design. You will at once admire its pleasing appearance and instantly recognize the many superior features incorporated in its simple construction.

The combination feature makes it possible to convert a power machine into a lever cutter by simply changing one stud. Power fixtures can be purchased and attached to a lever cutter at any time — simply require bolting into place.

The rigid box frame, together with the massive adjustable supports under the center of the bed, are innovations that entirely overcome the natural tendency of the bed to sag in the center under the severe strain of a heavy cut.

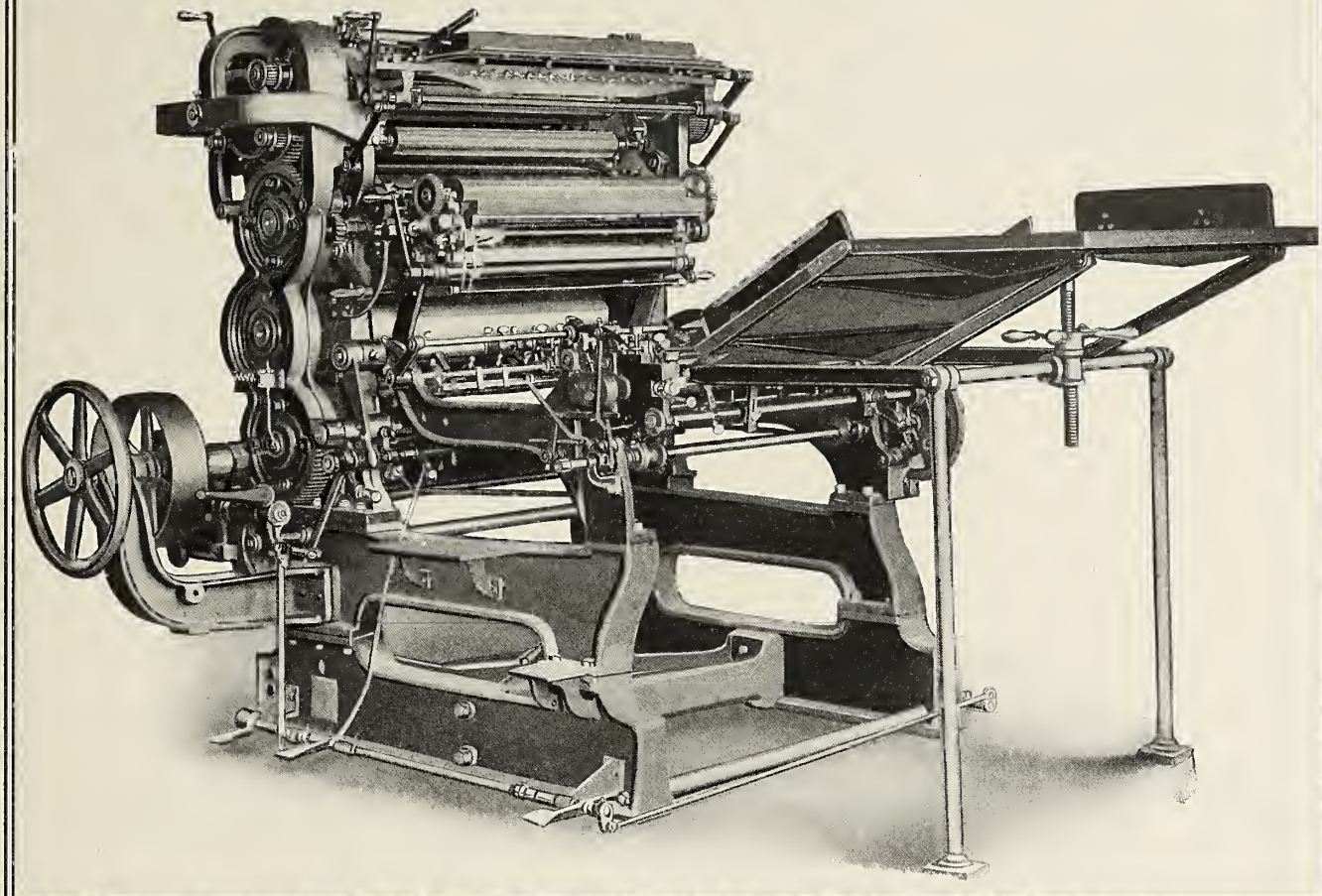
Other noteworthy features are: Convenient back-gauge indicator, placed on a level with the operator's eyes; quick-acting back-gauge screw, requiring only one-fourth the usual number of turns; worm gear running in oil, powerful and durable; friction clutch drive, speedy and positive; automatic brake, safe and dependable; "easily squared" triple-split back gauge, which interlocks with clamp; side gauges on both sides, both forward and back; half-inch cutting sticks, and many other convenient and economical features.

The DIAMOND CUTTERS are made in two sizes, 30 and 32 inches. Sold as a lever cutter at a lever-cutter price or as a combination lever and power. Full descriptive matter will be furnished upon application.

THE CHALLENGE MACHINERY CO.

GRAND HAVEN, MICH., U. S. A.

Salesroom and Warehouse: 194-196 Fifth Avenue, Chicago



Big Sheets *vs.* Small Sheets—

The bank account is affected only by the number of pieces delivered to the customer at the end of the day. This is a fact.

The size of sheet run has nothing to do with it.

Big sheets stretch—smaller ones don't.

Big sheets are harder to handle than smaller ones and the register is not so easy to get.

The Harris Company can build an offset press as big as any one. This is another fact.

The reason it don't is because it can give you at the end of the day more pieces even when printed on a small sheet than any other press builder.

Other offset press builders can't build as small a press as the Harris and sell it, 'cause they can't build a feeder to give the same number of pieces to be delivered to your customer as can the Harris. See the point?

This is why they talk big press to you. They have to!

Get in with the big bunch of Harris Offset owners.

THE HARRIS AUTOMATIC PRESS CO.

CHICAGO OFFICE
Manhattan Building

FACTORY
NILES, OHIO

NEW YORK OFFICE
1579 Fulton
Hudson Terminal Building

Hamilton's MODERNIZED COMPOSING-ROOM FURNITURE

Is an economic force in the conduct of a printing establishment which must be considered. Read the letter from the *St. Albans Messenger Co.*, copy of which appears on this page (this is one of hundreds of like nature), and then ask *yourself* this question:

What would a saving of 35 per cent in floor space and 15 per cent in labor mean to you?



Hundreds of representative printing establishments have already modernized their composing-rooms. Hundreds of others are contemplating the change. Will you be a follower in this movement or will you lead? Your decision is likely to indicate the position you will occupy in the trade.

If you are interested in this vital question of composing-room equipment, send for a copy of "Composing-room Economy." It shows the floor plans and tells graphically of the results accomplished in more than thirty representative plants.

COPY OF THE ST. ALBANS MESSENGER LETTER

HAMILTON MFG. CO., Two Rivers, Wis.: *St. Albans, Vt., February, 1910.*

Gentlemen—In reply to your favor of the 5th inst., it gives us pleasure to say that we are more than pleased with the furniture of your manufacture. It has made our composing-room very compact; in fact, it has saved us about 35 per cent of floor space; besides putting all furniture and material close together it saves a great deal of time in handling the work. We think at least 15 per cent is saved on labor.

We appreciate what your Mr. Moses says as to the appearance of our office. We have certainly endeavored to lay it out with a view to quick handling of work and economy of supervision, and your furniture has helped us to do it. With regards, we beg to remain, *Yours very truly,*

ST. ALBANS MESSENGER COMPANY.

We are interested in the question of Modernized Furniture and we would like to have your representative show us a floor plan of our composing-room as you would rearrange it, with a view to our installing such furniture as you can show us would soon be paid for in the saving accomplished.

Name .....

Street and No. .....

City.....State.....

Have you a copy of "Composing-room Economy"? .....

THE HAMILTON MFG. CO.

Main Office and Factories . . TWO RIVERS, WIS.
Eastern Office and Warehouse . . RAHWAY, N. J.

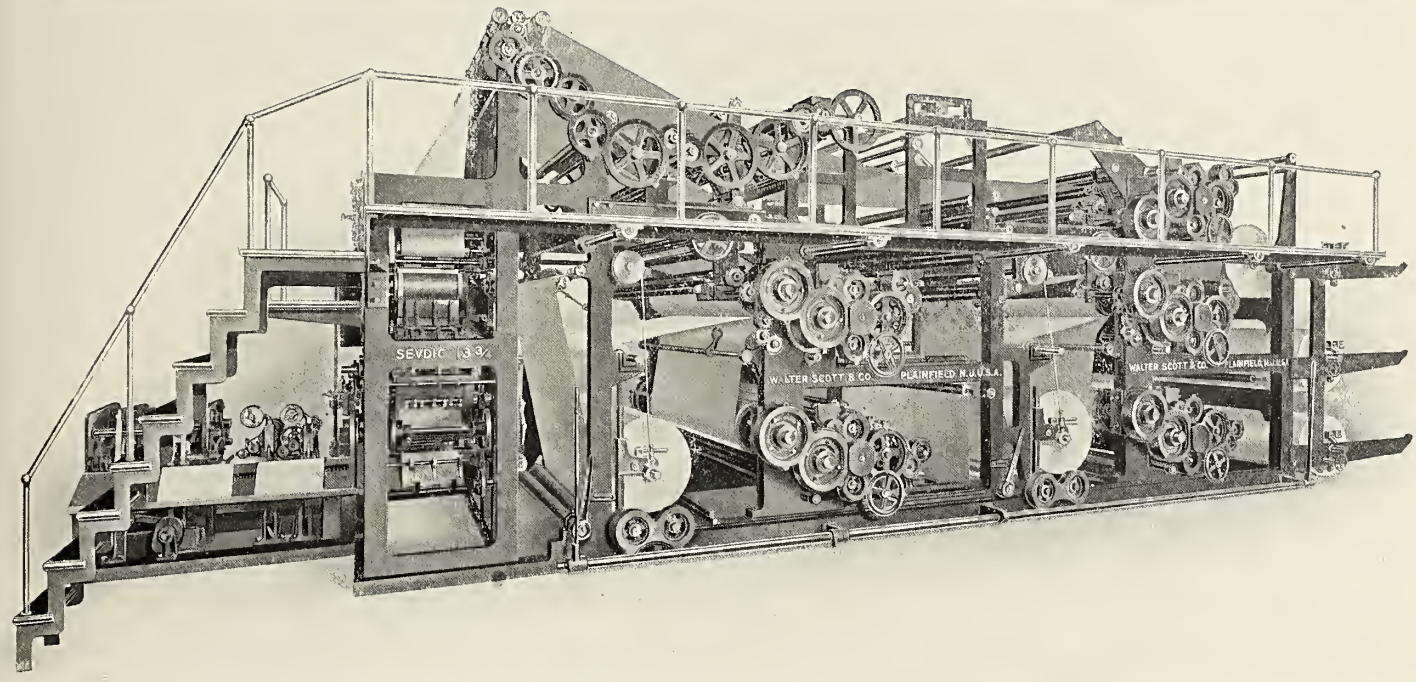
ALL PROMINENT DEALERS SELL HAMILTON GOODS

A VALUABLE LINE GAUGE, graduated by picas and nonpareils, mailed free to every inquiring printer.

The Latest and the Best!

THE SCOTT

Two-tiered Rotary Color Magazine Press



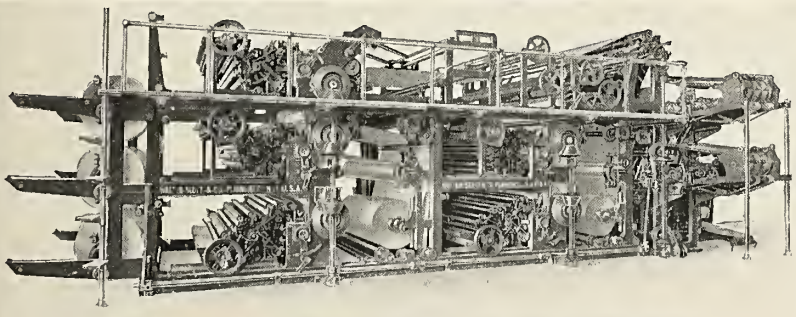
THE SCOTT TWO-ROLL MAGAZINE PRINTING AND FOLDING MACHINE is the latest and most modern magazine printing and folding machine on the market. While a very large machine, it is easy of access and easy to operate.

WHAT THE MACHINE REALLY DOES — It prints a 4, 8, 12, 16, 20, 24, 28, 32 and 40 page magazine; folds, pastes, or wire-stitches the product at a speed up to 16,000 per hour. It collects and delivers 48, 52, 56, 60, 64, 68, 72, 76 and 80 page magazines, from a single set of plates at a speed up to 8,000 per hour.

THE ILLUSTRATION SHOWS AN EXTRA COLOR CYLINDER which enables an extra color to be printed on almost any page desired, and the outside cover pages can be of different quality or color paper.

THE MACHINE IS ALSO EQUIPPED WITH COVER-FEEDING MACHINES which feed covers into the press which have been previously printed or lithographed. They are folded and placed on top of the freshly printed magazines which are fed to the patented wire saddle stitchers, which stitch same and deliver the magazines all finished ready for mailing.

THERE ARE MANY OTHER IMPROVEMENTS ON THIS MACHINE which it is impossible for us to mention here. If a machine like this interests you, kindly communicate with us, stating just what your requirements may be, and we will suggest a suitable machine.



Scott Two-tiered Magazine Press, showing Cover-feeding Machines.

WALTER SCOTT & CO.

DAVID J. SCOTT, *General Manager*

PLAINFIELD : : NEW JERSEY

Cable Address: WALTSCOTT, NEW YORK

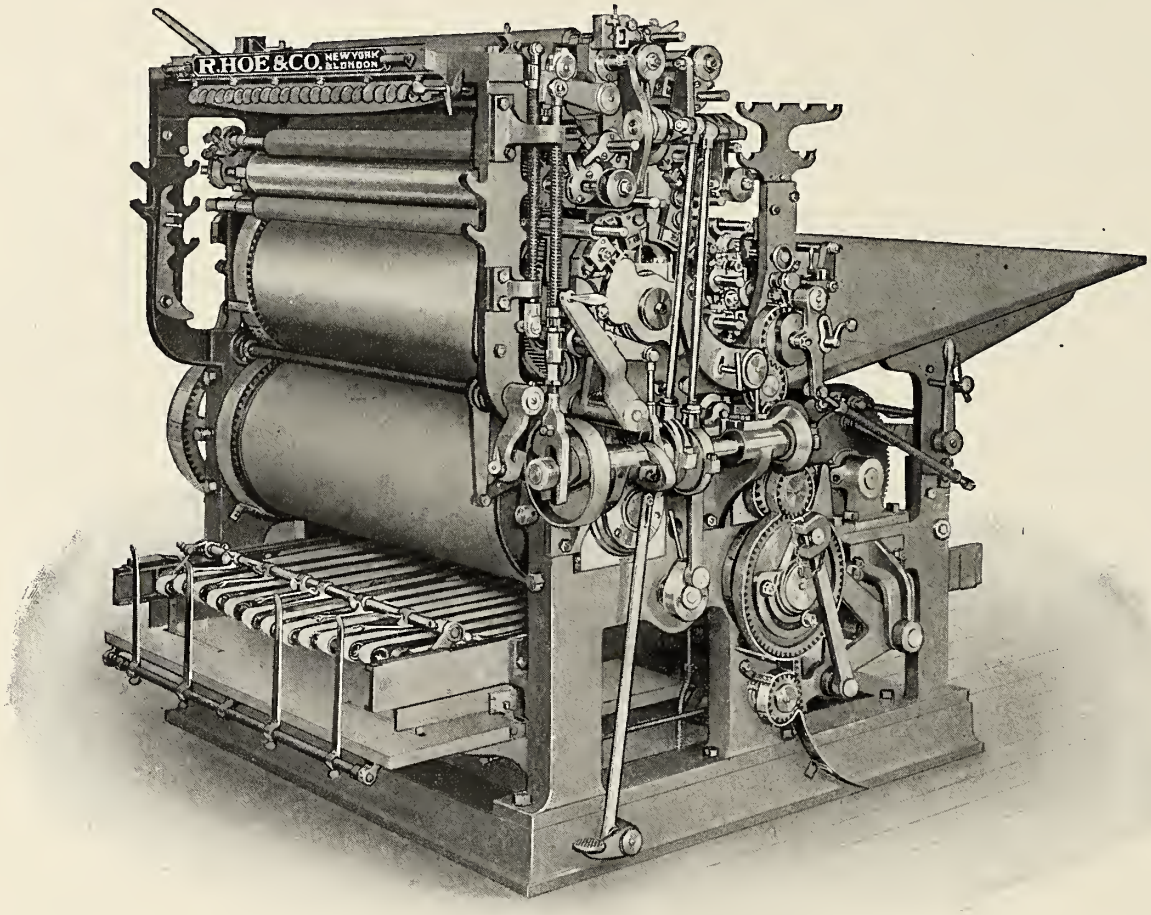
NEW YORK OFFICE
41 PARK ROW

CHICAGO OFFICE
MONADNOCK BLOCK

Tell us your requirements. We have the press.

THE BEST PRINTING

AND THE GREATEST OUTPUT CAN BE OBTAINED FROM THE **HOE ROTARY OFFSET PRESS,** BECAUSE ITS SUBSTANTIAL CONSTRUCTION GIVES IT THE STRENGTH, SOLIDITY AND RIGIDITY NECESSARY TO INSURE ACCURATE REGISTER, GOOD IMPRESSION AND EVEN DISTRIBUTION, AT HIGH SPEED. IT IS SUCCESSFUL WHERE OTHERS HAVE FAILED, BECAUSE IT IS MADE IN THE OLD, RELIABLE **HOE** WAY AND POSSESSES THE WELL-KNOWN **HOE** QUALITIES OF STRENGTH, DURABILITY AND EFFICIENCY.



THE HOE ROTARY OFFSET PRESS

IS SO SIMPLE THAT THE MEN YOU NOW HAVE CAN HANDLE IT JUST AS WELL AS AN EXPERT, AND OUR DEMONSTRATOR WILL SHOW THEM HOW TO OBTAIN FROM IT THE RESULTS YOU ARE LOOKING FOR.

YOU TAKE NO RISK WITH A **HOE.** PUT THE PROPOSITION UP TO US AND WE WILL FURNISH THE MACHINE TO SOLVE IT, BACKED BY OUR ABSOLUTE **GUARANTEE.**

R. HOE & CO.

504-520 GRAND STREET, NEW YORK, N. Y.

ALSO AT

7 WATER STREET
BOSTON, MASS.

143 DEARBORN STREET
CHICAGO, ILL.

160 ST. JAMES STREET
MONTREAL, CAN.

109-112 BOROUGH ROAD
LONDON, S. E., ENG.

8 RUE DE CHATEAUDUN
PARIS, FRANCE



The specimens of papers and the specimens of printing shown in these two books are practical from cover to cover.

Either show the books to your customers or look at them yourself; they are bound to present things you can use in their entirety, or suggest a design, color-scheme or possible use. They are one of the finest things ever published for helping the printer sell good printing.

When we distributed the WORONOCO Books we tried to cover every responsible employing printer, engraver, advertising agency and designer, but the best list is imperfect and new concerns start in. If you haven't the books and have a call for high-grade Writing, Book and Cover Papers, don't hesitate to tell us.

WORONOCO PAPER COMPANY
WORONOCO, MASS., U. S. A.

THE DUPLEX TUBULAR

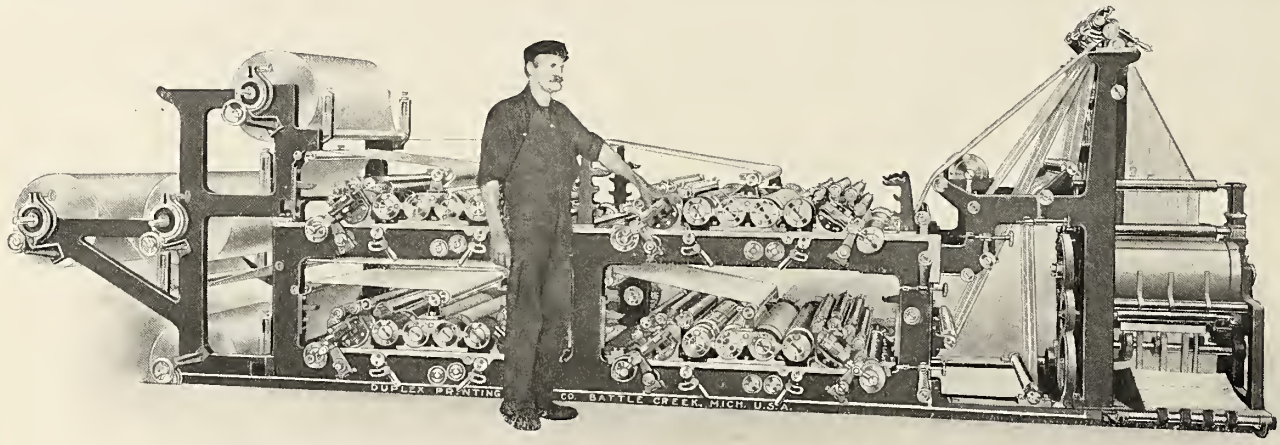
A New Feature in Printing-Press Construction Whic

The Use of Tubular Instead of Semi-cylindrical Plates in Itself Multiplie

THE DUPLEX PRINTING PRESS COMPANY has, during the past year, put upon the market a press that is attracting wide attention because of its peculiar features and astonishing product.

same peripheral speed of the cylinders it will do precisely **double the amount of work.**

The advantages resulting from this principle of construction are proportionally the same in presses carrying **any** number of



DUPLEX TUBULAR SINGLE-PLATE 16-PAGE PRESS

The invention which characterizes this machine is the use of **Cylindrical** or **Tubular Plates,** instead of the semi-cylindrical plates used on all other stereotype presses. The half-tones above illustrate the general appearance of the press and the form of the plates, together with the apparatus for shaving and trimming them.

While the reason for the great product of this press may not, at first, be apparent, the explanation is, nevertheless, quite simple. In all the styles of rotary presses heretofore in use the stereotype plates employed are semi-cylindrical, two plates being necessary to encompass the cylinder. From this it follows that when the machine is in operation each plate upon the revolving cylinder is printing **one-half of the time** and is **passing through the air without printing** the other half of the time. With the tubular plate — a single plate encompassing the cylinder — this **waste of one-half the time is avoided,** for **each plate is printing all the time.**

To illustrate: Let us consider a press of the old style, carrying sixteen semi-cylindrical plates and being operated at any given rate of speed. Each one of these plates is printing **half the time** and is idle the other half. In the tubular-plate machine, carrying sixteen plates, each plate is printing **all the time,** and it is clearly evident that if it be operated with the plates. These advantages, together with others incident to the construction of the machine, produce the results shown in the comparative table on the opposite page.

The illustration above is of a sixteen-page tubular-plate press. This press will produce any even number of pages up to and including sixteen **from the same number of plates** at the rate of **25,000 per hour.** If the machine be built four plates wide, instead of two, and be equipped with a double folder, **50,000 copies of a sixteen-page paper** may be easily produced per hour; or **25,000 copies** of papers of **any even number of pages** from eighteen to thirty-two, inclusive.

It is to be noted that to obtain this **unparalleled product** the machine is not driven beyond a safe and normal rate of speed. It is running at **only half the rate** that would be necessary in other presses — were it possible to get such results from semi-cylindrical plates. To get 50,000 copies of a sixteen-page paper from our Tubular-Plate Quad Press requires only the speed necessary to get 25,000 from any other quad press on the market, and this speed is as great as is safe and profitable in any of the leading styles of presses heretofore in use.

The claim recently made by some manufacturers that their machines may be regularly and safely run at a speed of 35,000

This press is no untried experiment. Nearly twenty have been already

DUPLEX PRINTING PRESS COMPANY,

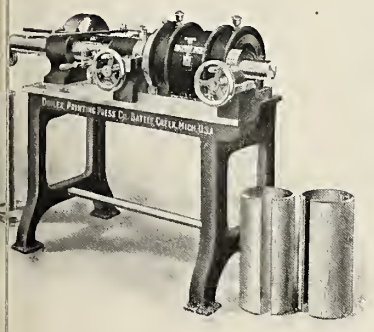
PLATE PRINTING PRESS

DOUBLES the Productive Capacity of the Machine

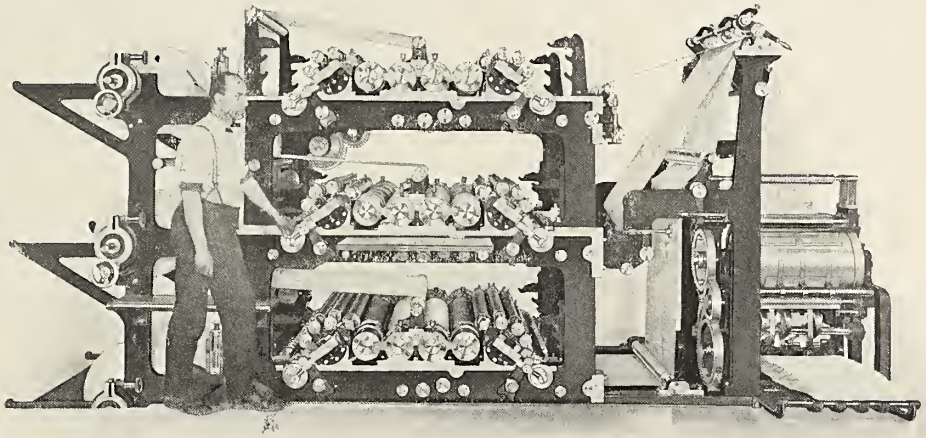
the Product by Two, While Incidental Advantages Still Further Increase It.

per hour is absurd, as all intelligent and practical pressmen know — **but, whatever rate of speed is practical on other machines, our Tubular-Plate Press can equal it and *DOUBLE THE PRODUCT*.**

Still further, it is to be noted that the Duplex Tubular-Plate Press occupies less space, is more simple and is much more easily and cheaply operated than any other press, while the other is **capable of doing but half the work.**



COMBINATION
SHAVING AND TRIMMING MACHINE



DUPLEX TUBULAR SINGLE-PLATE 12-PAGE PRESS

A COMPARISON

Duplex Tubular Single-Plate Rotary.		
No. of Pages	No. of Plates	Actual Speed for all Pages
4	4	25,000
6	6	25,000
8	8	25,000
10	10	25,000
12	12	25,000
14	14	25,000
16	16	25,000
18	18	25,000
20	20	25,000

Weight of plates, 40½ pounds each.
To print same pages as others, only 56 plates required, as against 80.

Other 16-page Presses, Two Decks.		
No. of Pages	No. of Plates Required	Speed Claimed
4	8	20,000
6	12	20,000
8	16	20,000
10	12	10,000
12	16	10,000
14	16	10,000
16	16	10,000

Weight of plates, 55 pounds each.
Nearly 36 per cent more metal in each plate than used in our Tubular-Plate Press.

56 Plates for Single-Plate Press Weigh 2,268 Pounds.

80 Plates for Others Weigh 4,400 Pounds.

In the **DUPLEX TUBULAR SINGLE-PLATE ROTARY** there is **no collecting; no associating; no tapes; no half-speed cylinder.** All sheets are cut after passing over the former — not before, as in other makes. All delivered book-fold. Collecting and associating devices **require greater skill in operation,** and involve many liabilities of clogging, breaking and delay.

Sold and more than half of them installed and now in daily operation.

Battle Creek, Mich., U.S.A.

LONDON ADDRESS:
LINOTYPE AND MACHINERY, LIMITED,
188 FLEET STREET, E. C.

THE DUPLEX TUBULAR PLATE PRINTING PRESS

A New Feature in Printing-Press Construction Which DOUBLES the Productive Capacity of the Machine

The Use of Tubular Instead of Semi-cylindrical Plates in Itself Multiplies the Product by Two, While Incidental Advantages Still Further Increase It.

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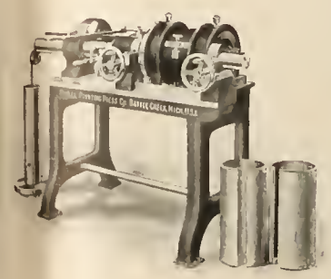
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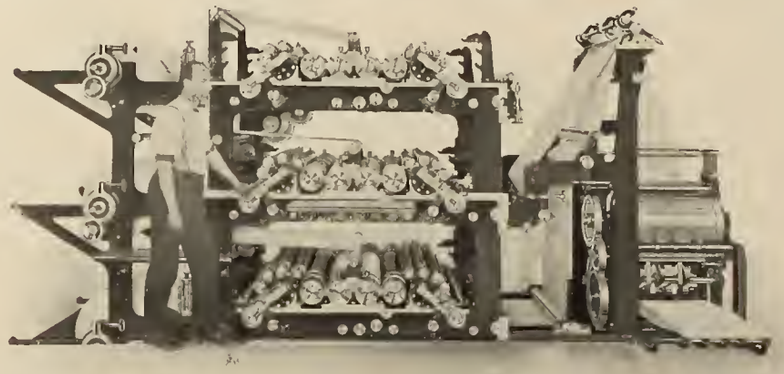
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DUPLEX TUBULAR SINGLE-PLATE 16-PAGE PRESS



COMBINATION
SHAVING AND TRIMMING MACHINE



DUPLEX TUBULAR SINGLE-PLATE 12-PAGE PRESS

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It is to be noted that to obtain this **unparalleled product** the machine is not driven beyond a safe and normal rate of speed. It is running at **only half the rate** that would be necessary in other presses — were it possible to get such results from semi-cylindrical plates. To get 50,000 copies of a sixteen-page paper from our Tubular-Plate Quad Press requires only the speed necessary to get 25,000 from any other quad press on the market, and this speed is as great as is safe and profitable in any of the leading styles of presses heretofore in use.

The claim recently made by some manufacturers that their machines may be regularly and safely run at a speed of 35,000

A COMPARISON

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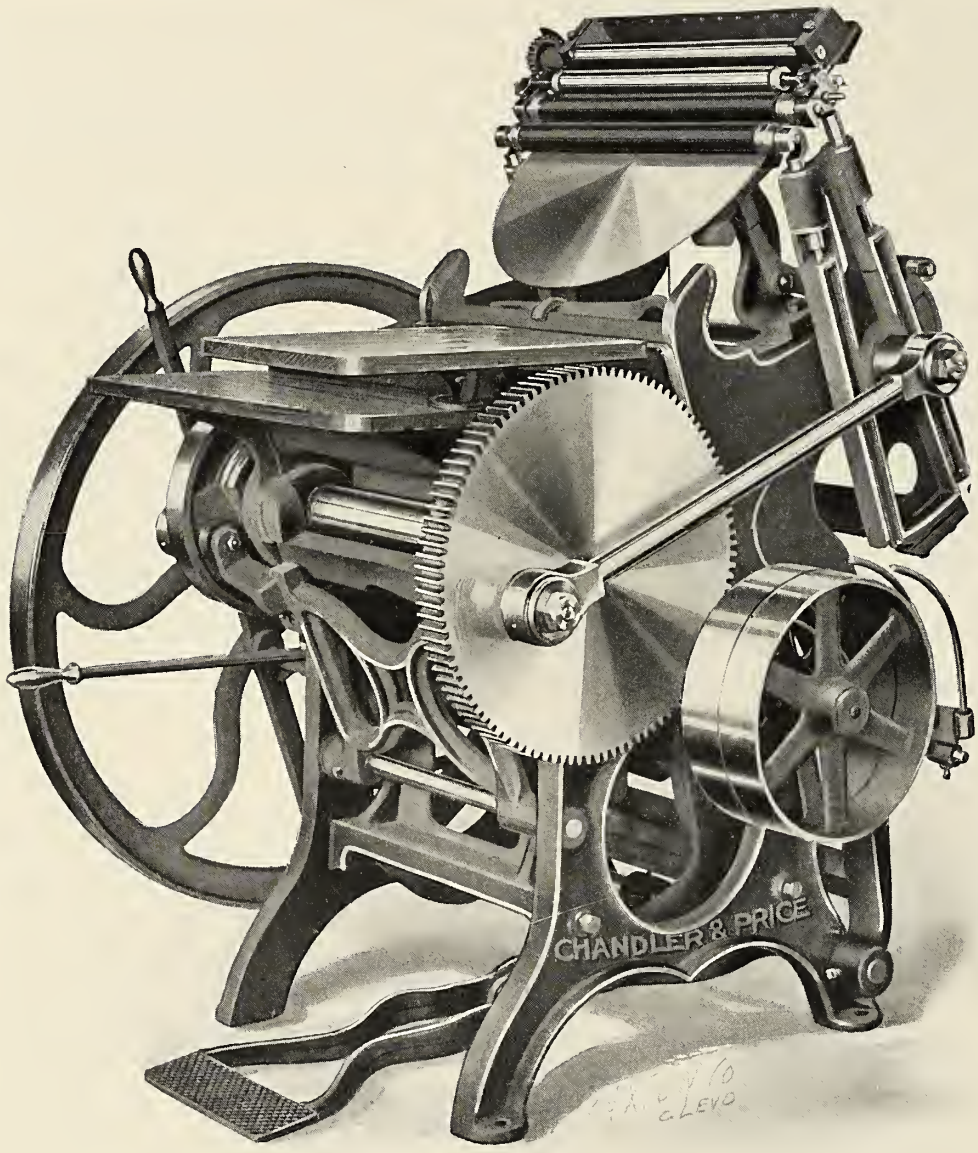
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DUPLEX PRINTING PRESS COMPANY, Battle Creek, Mich., U.S.A.

LONDON ADDRESS:
LINOTYPE AND MACHINERY, LIMITED,
188 FLEET STREET, E. C.

The CHANDLER & PRICE PRESS



OVER 36,000 SOLD AND DELIVERED
NOT ONE RETURNED DEFECTIVE

FOR SALE BY DEALERS

THE CHANDLER & PRICE COMPANY

MANUFACTURERS

CLEVELAND, OHIO, U. S. A.

Send for Samples



"Famed For Its Excellence"

(WATERMARKED)
BROTHER JONATHAN
BOND

Over twenty-five years ago we first made

Brother Jonathan Bond

It is without doubt the *best high-grade Bond paper value obtainable.* We intended it should be. Many know *it is* from actual experience. We want you to know it.

Distributors of "Butler Brands":

Standard Paper Co.	Milwaukee, Wisconsin.
Benedict Paper Co.	Kansas City, Missouri.
Southwestern Paper Co.	Dallas, Texas.
Southwestern Paper Co.	Houston, Texas.
Pacific Coast Paper Co.	San Francisco, Cal.
Sierra Paper Co.	Los Angeles, Cal.
Oakland Paper Co.	Oakland, Cal.
Central Michigan Paper Co.	Grand Rapids, Mich.
Mutual Paper Co.	Seattle, Washington.
American Type Founders Co.	Spokane, Washington.
American Type Founders Co.	Vancouver, British Columbia.
National Paper & Type Co. (export only)	New York City.
National Paper & Type Co.	City of Mexico, Mexico.
National Paper & Type Co.	City of Monterey, Mexico.
National Paper & Type Co.	Havana, Cuba.

Established in 1844

J. W. Butler Paper Company
Chicago.

Gilbert, Harris & Company

OWNERS AND LICENSORS

WHEN PROPERLY USED

PATENT METALLIC OVERLAYS

THEY ARE THE GREATEST LABOR SAVER OF MODERN TIMES

158-164 E. Harrison St.

CHICAGO.

This identical cut has been run 11 successive issues of "The Inland Printer" with a Patent Metallic Overlay. Compare with previous issues for condition of cut.

SUPREMACY

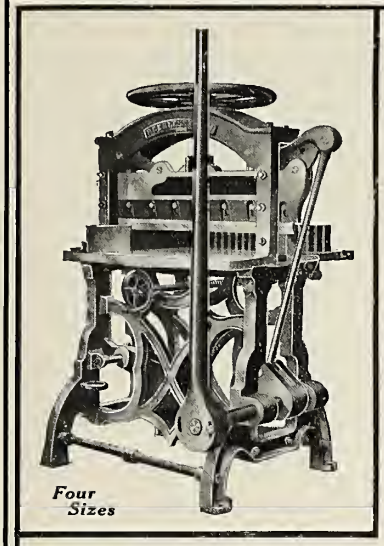
has never been more clearly demonstrated than in the case of the

Acme Electrotypes and Nickeltypes

¶ It is the expressed opinion, not only of a majority, but of practically all the users of ***Acme Electrotypes and Nickeltypes,*** that they are superior to all others, and equal to the original half-tone.

We can Prove this to your entire satisfaction on your own work

Acme Electrotype Co., 341-351 Dearborn St., Chicago.



Mutual Confidence

exists between the buyer and the seller of a PEERLESS GEM paper cutter. You know what you are buying—we know what we are selling.

The printer never forgets the name of a satisfactory paper cutter.

Our Peerless Gem Lever Paper Cutter

is a life-long proposition, giving every day perfect service. How could a printer forget such satisfaction?

In the construction of our GEM LEVER PAPER CUTTERS we have never spared a dollar to render extra value. Dependable machinery means dependable service, and dependable service means satisfaction.

Convince yourself by sounding the sentiments of the printer who uses and who knows the PEERLESS GEM. Better ask for our interesting booklet. It contains something worth your consideration.

FOR SALE BY THE PRINCIPAL DEALERS IN THE UNITED STATES.

PEERLESS PRINTING PRESS CO., THE CRANSTON WORKS, 70 Jackson Street, PALMYRA, N. Y., U. S. A.

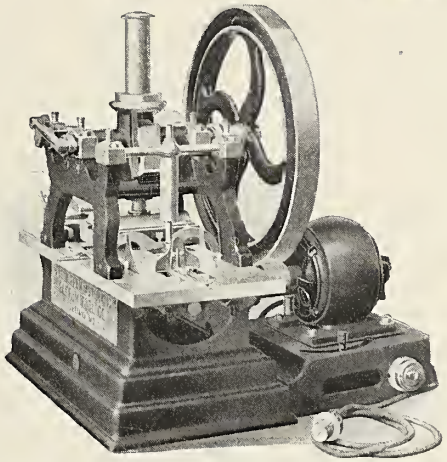
Lieber's and A-B-C 5th Edition Codes.

THE BUFFUM AUTOMATIC PRESS

is designed to handle quick jobs at the lowest cost of production, and your plant, no matter how big or how small, is incomplete without it.

THE PRINTER CAN NOT AFFORD

to use a large press for such work as can be profitably and quickly produced on this press. A press that will print cards up to and including government postal size at a speed of from six to eight thousand impressions per hour—self-feeding.



Built in an absolutely first-class manner by skilled workmen.
A thoroughly practical press.
All parts of high nickel and japan finish, and STRICTLY INTERCHANGEABLE.

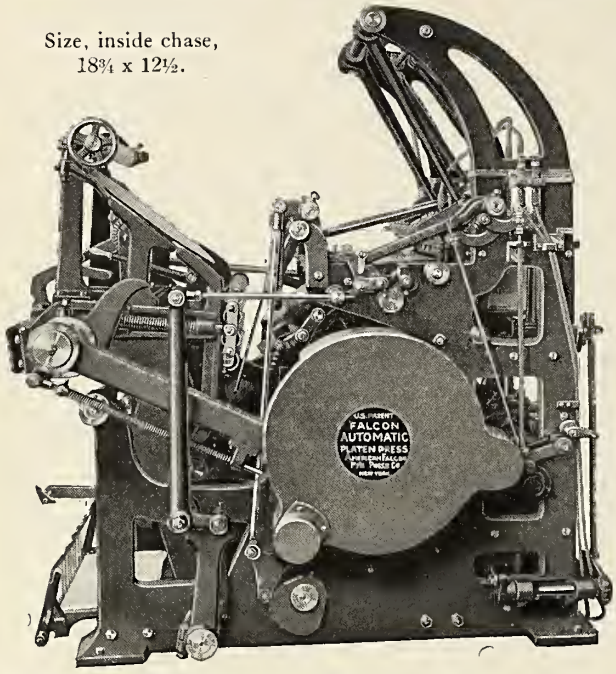
The motor is set for a maximum speed of about 8,000 impressions per hour. It has removable chase and tympan and our special rapid impression-regulating device, making possible the very rapid delivery of work. The press is equipped with impression counter, and is so arranged that it can be operated by hand, belt or motor power, as may be desired. All parts are strictly interchangeable and of high nickel and japan finish. A *complete equipment* goes with each press. Write for full particulars and prices. Printers are buying them as part of their equipment.

MANUFACTURED BY **THE BUFFUM TOOL COMPANY - - LOUISIANA, MO.**

Makers of "High-grade Tools for High-grade Workmen."

THE PAYROLL PAYS FOR THE **Falcon Automatic Platen Press**

Size, inside chase, 18¾ x 12½.



Will automatically feed, print and deliver any weight of stock from onion-skin to cardboard.

Saves wages, power, floor space and spoilage.
Feeds from the top of the pile.
Speed up to 3,500 per hour.
Prints from flat forms.
No expert required.
Absolute register.

The Falcon Automatic Platen Press will do the work of from three to four ordinary hand-fed platen presses, do it better and pay for itself in a short time out of the saving in feeders' wages alone. It is sold with our guarantee to do exactly what we claim for it.

Write for further particulars and testimonials.

Auto Falcon & Waite Die Press Co., Ltd. RAND-McNALLY BUILDING, 160 ADAMS ST. CHICAGO, ILLINOIS

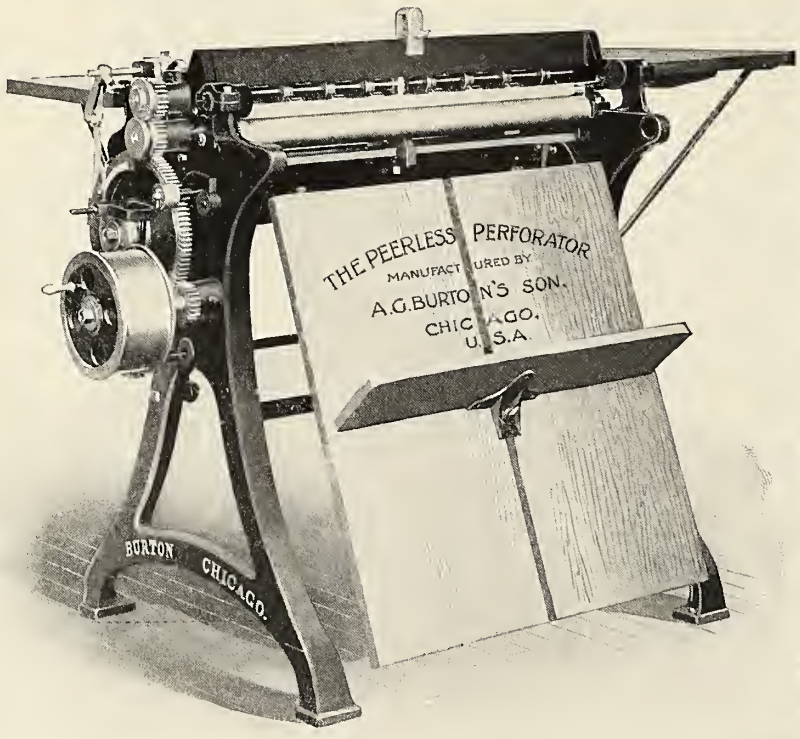
SUCCESSORS TO AMERICAN FALCON PRINTING PRESS CO.

Eastern Selling Agent
S. P. PALMER - - - - - - 346 Broadway, NEW YORK

FACTORY AT DOVER, N. H.

Pacific Coast Agents
GEO. RICE & SONS, 350 Los Angeles St., LOS ANGELES, CAL.

IMITATION FALLS SHORT OF THE GENUINE



FOR years the PEERLESS PERFORATOR has stood as a model for imitators. It has withstood all tests, and is still recognized by the posted buyer — the buyer who would look to *service* and *future*, as the one dependable Perforator. ¶ Its rapid, perfect work, clean and thorough perforation and its wide range in thickness of stock, supplies the printer with all that can be *desired*.

SELLING AGENTS

GANE BROS. & CO. . . . . CHICAGO, ILL.
T. W. & C. B. SHERIDAN . . . CHICAGO, ILL. / LONDON, ENG.
S. KOCHANSKI . . . . . BERLIN, GERMANY
MIDDOWS BROS. . . . . SYDNEY, N. S. W.

Manufactured by

A. G. BURTON'S SON
133 to 139 South Clinton Street
CHICAGO, ILL., U. S. A.

E. C. FULLER CO., 28 Reade St., NEW YORK — Sole Eastern Agents
THE J. L. MORRISON CO., Sole Agents for Canada
JOHN DICKINSON & CO., Agents for South Africa and India

Strathmore Talks

[No. 8]

¶ Mr. Chalmers of the Chalmers-Detroit Motor Car Co., tells a story of an elocution teacher who said: "When you get up to speak, always have an object; then you will say something."

¶ This same advice applies to advertising matter. If a person will keep the object of advertising literature in mind, that it is intended to sell goods, he will issue something attractive and it will sell goods.

¶ Good advertising matter consists of brains, paper and printing. We can supply the paper; paper that will surely sell goods. It has done this so many times that many people who did not believe it before are getting in line. Are you next?

¶ Some of the "STRATHMORE QUALITY" Papers are:

Strathmore Japan	Old Stratford Parchment Covers
Alexandra Japan	Old Cloister Covers
Strathmore Deckle Edge	Rhododendron Covers
Old Stratford Book	Rhododendron Folding Bristols

¶ Good stationery works for your advertising, not against it; therefore, STRATHMORE PARCHMENT.

¶ A suggestion for a trade-boosting catalogue is shown in our insert in the March ***"Printing Art" Sample-Book.***

MITTINEAGUE PAPER COMPANY

The "STRATHMORE QUALITY" Mills

MITTINEAGUE, MASS., U.S.A.

Read this unsolicited expression from one of the thousands of *perfectly satisfied* users of SEYBOLD CUTTING MACHINES

OUR NEW ADDRESS IS 111-119 PLYMOUTH COURT
OUR NEW TELEPHONE IS WABASH 2718

Moser Paper Company
204-210 Monroe Street
Chicago 2/1/10.

The Seybold Machine Company,
Dayton, Ohio.

Gentlemen:

We are very much pleased with ths two new Twentieth Century machinee which you recently eet up in our new store at 111-119 Plymouth Court. One of them is your sixty inch drop table. We are more than pleased with this as we find it takes less power and works faeter than any machine we ever had.

There are many improvements on these machines eince we started using them ten years ago. The writer has had considerable experience with all kinds of paper cuttere for the laet forty years and the last two machines are far supsrior to any that we have ever had.

At any time you wish to refer any one to us regarding the machines we will be pleased to show thsm in operation or write them fully regarding our experisnos as we can not say too much for them.

If you continue to put out machines like thees you ehipped ue we sse no reason why your factory should not be full of businsse all ths tims.

Yours very truly,
MOSER PAPER COMPANY.
Geo W Moser
Pres't.

The best evidence that may be offered in justification of our claims for *superiority* are the repeat orders constantly coming to us from large users, who have *long ago* satisfied themselves that the name-plate "SEYBOLD" spells *Highest Quality* and *Honest Values.*

Let us send you our booklet "Testimony"
— a doubt destroyer.

THE SEYBOLD MACHINE CO.

Makers of Highest Grade Machinery for Bookbinders, Printers, Lithographers, Paper Mills, Paper Houses, Paper-Box Makers, etc.

Embracing — Cutting Machines, in a great variety of styles and sizes, Book Trimmers, Die-Cutting Presses, Rotary Board Cutters, Table Shears, Corner Cutters, Book Compressors, Book Smashers, Standing Presses, Backing Machines, Bench Stampers; a complete line of Embossing Machines equipped with and without mechanical Inking and Feeding devices.

Home Office and Factory, DAYTON, OHIO, U.S.A.

BRANCHES: New York, 70 Duane Street; Chicago, 310 Dearborn Street; San Francisco, 1876 Mission Street.
AGENCIES: J. H. Schroeter & Bro., Atlanta, Ga.; J. L. Morrison Co., Toronto, Ont.; Toronto Type Foundry Co., Ltd., Winnipeg, Man.

Get Anchored to

JAENECKE'S INKS

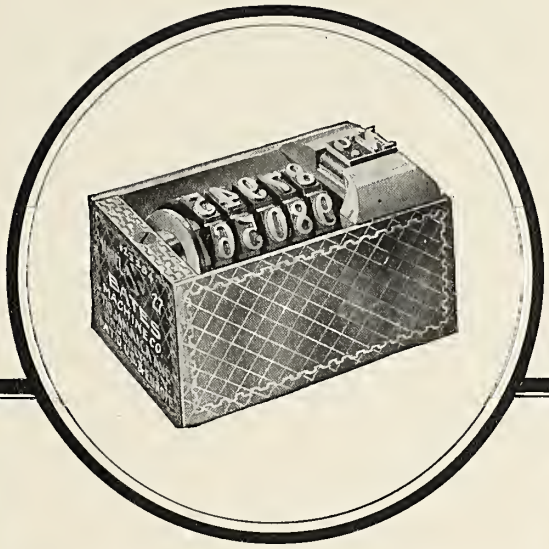
and Your Ink Troubles Will Be Fewer in 1910.

THE QUALITY IS ALWAYS RIGHT

THE PRICE IS RIGHT

The Jaenecke Printing Ink Company

Main Office and Works, Newark, N. J.
Chicago Office, 351 Dearborn Street
NEW YORK PHILADELPHIA ST. LOUIS



Here's The Best Press Numbering Machine You Can Buy

BATES MODEL 27A possesses every good feature that a press numbering machine should have. It is

Adapted to any press made to print from type and will meet all the requirements of any ordinary printing establishment.

Easy to operate because of its simplicity in construction.

Absolutely accurate because made by the most skilled numbering machine mechanics in the world.

Extremely durable because constructed of the finest material money can buy.

Sold at a reasonable price—$8.00.

Bates Model 27A

is type-high and may be locked in the chase with the form or used separately to print numbers only. Size 1½ x 15/16 inches. The working parts are made of a highly tempered carbon steel—the frame of a tough bronze metal that possesses extraordinary durability. The figures, engraved on the best quality steel wheels, are practically indestructible. The machine is automatic and numbers from 1 to 99,999 consecutively. Every machine is tested up to 15,000 impressions per hour and is guaranteed to be perfect in every way. We will immediately refund money should any machine prove the least bit unsatisfactory.

For sale by dealers everywhere.

Telegraph Orders Filled Immediately

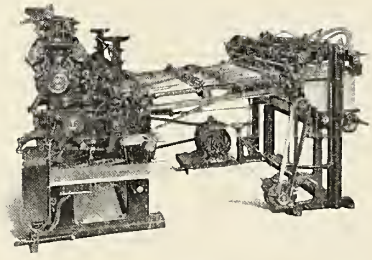
A reserve stock of 1000 machines is maintained by us for rush orders. Wire us at either address mentioned below.

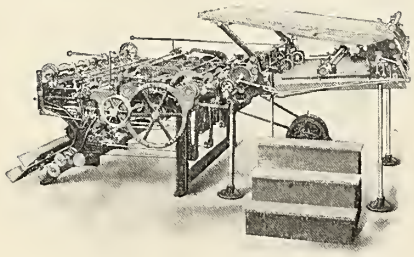
The Bates Machine Company

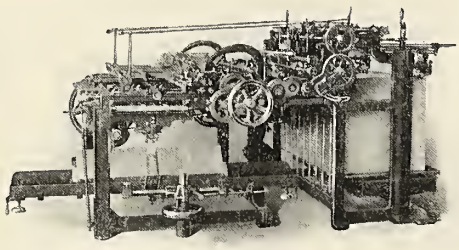
696-710 Jamaica Avenue - - - Brooklyn, N. Y.
315 Dearborn Street - - - - Chicago, Ill.

THE MODERN PRINTER

MUST go out after his business. It will not come to him. The old order is rapidly passing. The printer with a shop in a city a thousand miles from your customer is your competitor. It is the know how and the equipment that tell in the printing business now. You can get business in any city as well as the printers in other cities can get business in your field.







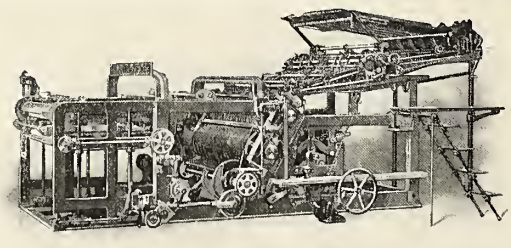
Our machinery is Labor-Saving, Cost-Reducing, Profit-Producing. It does more work and better work. It is not possible for you to modernize your plant—make it 100 per cent. efficient—without the help of our machinery, and our experts. All consultations, suggestions, plans, advice about ways and means, are free—yours for the asking.

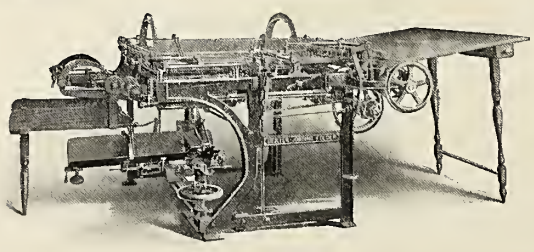
The Dexter Folder Co.

New York Chicago Boston Buffalo San Francisco

SOUTHERN AGENTS

Dodson Printers Supply Co., Atlanta, Ga.





5 DO THE WORK OF 6

LAST fall the J. F. TAPLEY COMPANY found they must increase their Cutting capacity by at least one Cutter. They ordered **6** Dexter Automatic Cutters to replace **5** automatic cutters of different makes, and **1** Automatic Book Trimmer. When the **5**th Dexter Cutter was installed the output obtained was so great, the **6**th cutter ordered became a luxury rather than a necessity. Read their letter. Our claim for our Cutter is: the greatest allround efficiency.

J. F. Tapley Co
Book Manufacturers
531-535 West 37th St
New York

CABLE: TAPLEYCO
SUBJECT:

J FELLOWES TAPLEY, PRES. AND TREAS.
ALFRED C. WESSMANN, SECRETARY
FREDERICK ZWICKER, SUPERINTENDENT

Dec. 21, 1909.

The Dexter Folder Company, (Attention of Mr. Swart)
200 Fifth Ave.,
New York City.

Dear Mr. Swart:

The cutting machine proposition becomes quite a serious one. When we ordered the extra cutter we did not give your machine credit for being capable of turning out so much more work than that handled on our old machines. The result is that we will have an extra machine upon our hands, which we will absolutely not need; but we are willing to carry out our contract, even though the machine has to be placed on one of our storage floors and rigged up for emergency use.

We hope to hear from you in this matter, and in the meantime beg to remain

Yours very truly,

J. F. TAPLEY CO.

A. C. Wessmann
Secretary.

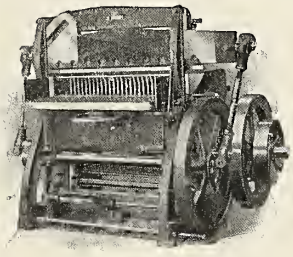
ACW/HW

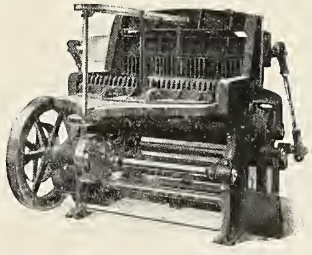
ALL AGREEMENTS MADE CONTINGENT UPON STRIKES, FIRES, ACCIDENTS OR CAUSES BEYOND OUR CONTROL.

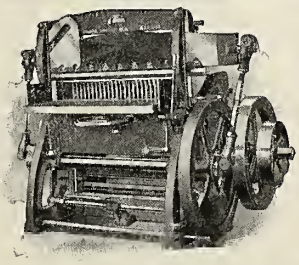
DEXTER FOLDER COMP'Y

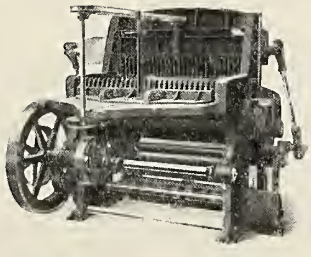
NEW YORK CHICAGO
BOSTON BUFFALO
SAN FRANCISCO

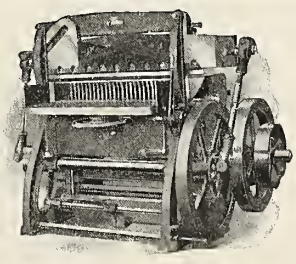
Southern Agents
Dodson Printers Supply Co.
Atlanta, Ga.



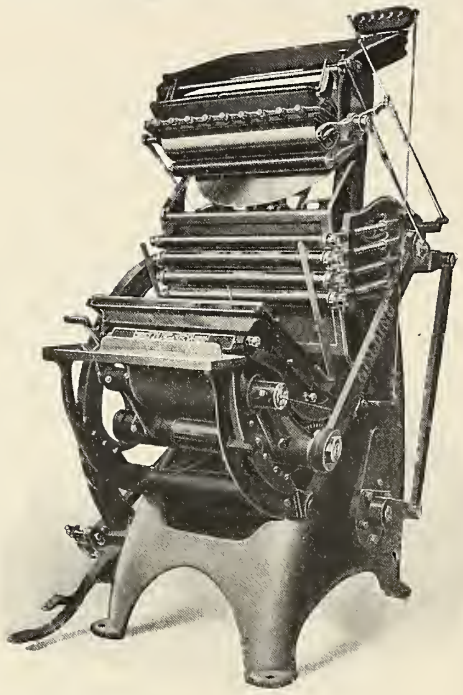








Comparison *of* Impressions *and* Profits



FIRST PRINTER invests $885.00 in four old-style presses — an 8 x 12, two 10 x 15's and a 12 x 18, because he thinks he is getting them cheap.

SECOND PRINTER invests $1,005.00 in three **Improved Golding Jobbers,** 8 x 12, 10 x 15 and 12 x 18, because they will do more work and do it better than four of the Gordon or Universal type of presses.

Record for One Year:	*1st Printer.*	*2d Printer.*	
Labor cost . . .	**$2,000**	**$1,500**	
Incidental cost .	**1,200**	**900**	
Total cost . . .	**$3,200**	**$2,400**	
Gain for the Golding			**$800**

This is figuring on a conservative basis. Yet you will observe that the decreased expense alone pays the difference in price seven times over in a year's time.

Your antique machine is robbing you of legitimate profits.

The Golding Jobber will serve you honestly — results to meet the demands of the times.

Try a Golding Jobber on thirty days' trial. You take no risk. We guarantee construction. We guarantee results. Increased results. Write for Catalogue "N."

The Golding Jobber, Pearl Press, Official Press, Golding and Pearl Paper Cutters, Tools, etc., for sale by all principal printers' supply dealers.

Golding Manufacturing Co., Franklin, Mass.

Wire-stitcher Economy

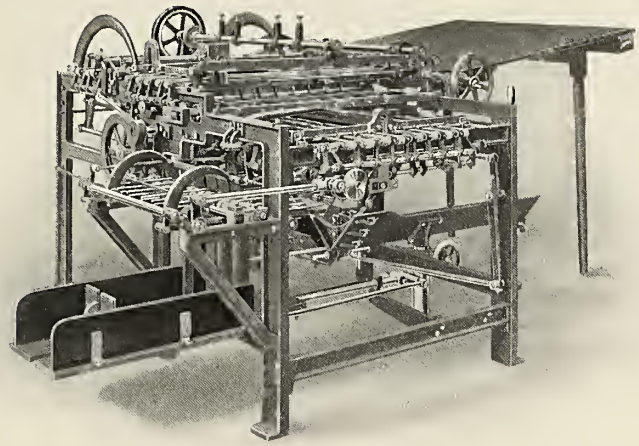
¶ With reduced working hours, increased labor expense, and demands for a better quality of wire stitching, *the binder must look to his bindery equipment to meet the exacting needs of modern business conditions!*

The "Boston" Wire Stitcher

is the key to better bindery profit under present-day requirements, and printers or binders who have not up to this time become acquainted with the "Boston" should get under cover at once. ¶ Send inquiries or orders to

American Type Founders Co., General Sales Agent

Clearface Bold and Italic and Strathmore Border. See American Line Type Book Supplement



Special Catalog Folder

Folds regular and oblong. Will fold 6, 8, 10, 12, 16, 24 and 32 pages in single sections or in gangs. Automatic Registers throughout.

Yes! It is to laugh at our imitators. The above machine is not a New Year's offering after many efforts to perfect something "every once in a while."

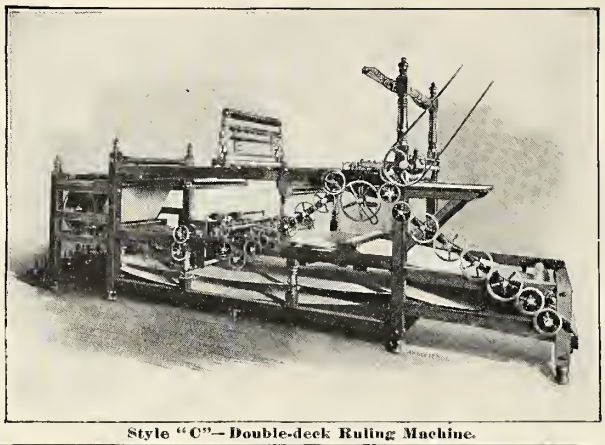
Yes! The above machine has been good enough to imitate, but the result has been a poor one.

Yes! The Special Catalog Folder of our construction is a folding machine.

Made by

Brown Folding Machine Company

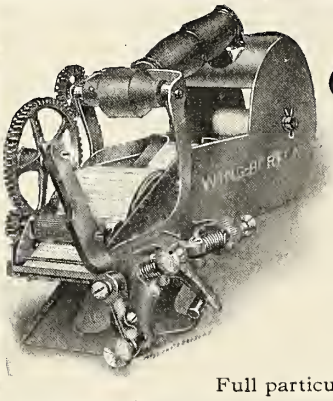
Erie, Pennsylvania



Style "C"—Double-deck Ruling Machine.

HICKOK
Paper-Ruling Machines
AND
Ruling Pens
Bookbinders' Machinery

The W. O. HICKOK MFG. CO.
HARRISBURG, PA., U. S. A.
ESTABLISHED 1844 INCORPORATED 1886



"They Are Going Some"

Eight hundred and sixty-nine ***Wing-Horton Mailers*** were sold in 1909. They were all sold subject to approval, and not a Mailer was returned. If you are not using a ***Wing-Horton Mailer,*** perhaps your Mailing Department is not working to its best possible economy.

Full particulars supplied on request.

CHAUNCEY WING, Manufacturer . . Greenfield, Mass.

Selling Agents and Expert Machinists

I sell Peerless Gluing Machines; various well-known Wire Stitchers, and duplicate parts for Elliott Thread, Thompson, Boston, Brehmer, National and other Wire Stitchers

Attractive Bargains

in secondhand Wire Stitchers. Let me send you list and prices. These prices mean a large saving to you.

CHAS. A. MÜLLER, Machinist
66 Centre Street - - NEW YORK

I repair Case Making, Casing-in, Book Sewing, Gluing and Stitching Machines of all makes.

Largest Manufacturers of BOXBOARD in the World

UNITED
REGISTERED TRADE MARK

The use of **United Products** The Only Way

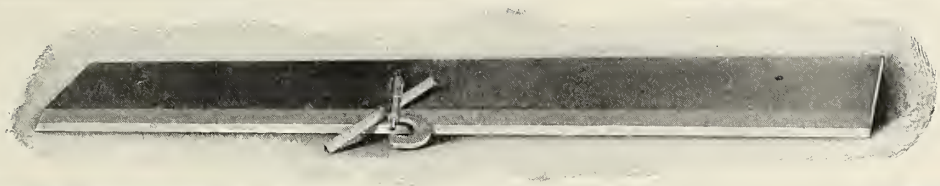
United Boxboard Company
General Offices, 200 Fifth Ave., New York

CLAY COATED LITHOGRAPH BLANKS AND BOXBOARDS
OF EVERY DESCRIPTION
ALSO
THOMSON JUTE, STRAWBOARD, NEWSBOARD, BINDERS' BOARD,
ICE-CREAM AND OYSTER-PAIL BOARDS
LOCKPORT PATENT COATED, TAG AND DOCUMENT MANILAS

EXCLUSIVE SALES OFFICES AND WAREHOUSES

BOSTON STRAWBOARD CO. - - - - 46 Federal St., Boston, Mass.
MANHATTAN STRAWBOARD CO. - 141 Wooster St., New York City
MANUFACTURERS STRAWBOARD CO., - 6 Sherman St., Chicago, Ill.
PHILADELPHIA STRAWBOARD CO., 127 N. Fourth St., Philadelphia, Pa.
QUEEN CITY PAPER CO. - - 420 W. Fourth St., Cincinnati, Ohio
ST. LOUIS BOXBOARD CO. - - - 112 N. Fourth St., St. Louis, Mo.
UNITED BOXBOARD CO., 32 N. St. Paul St., Rochester, N. Y.

ESTABLISHED 1830



To the Trade:

We beg to announce a NEW

Coes · MICRO-GROUND · Knife

which we are selling as our "New Process" Knife. We have been supplying this knife in its improved form for over a year to our largest customers with the best results.

It is sold on our regular list *at no advance* in price.

Following our established habit of *raising quality* to the customer at no extra expense to him.

Same package. Same warrant. Ask us.

LORING COES & CO., Inc.
DEPARTMENT COES WRENCH CO.
WORCESTER, MASSACHUSETTS.

NEW YORK OFFICE — G. V. ALLEN, 21 Murray Street
Phone, 6366 Barclay

COES RECORDS

First to use Micrometer in Knife work	1890
First to absolutely refuse to join the Trust	1893
First to use special steels for paper work	1894
First to use a special package	1901
First to print and sell by a "printed in figures" Price-list	1904
First to make first-class Knives, *any kind*	1830 to 1905

COES is Always Best!

West Virginia Pulp & Paper Company

(Incorporated)

General Offices: 200 Fifth Avenue, New York

Western Sales Office: Marquette Building, Chicago

MANUFACTURERS OF

High-Grade Enameled BOOK PAPERS

SIXTY TONS PER DAY

Supercalendered and Machine Finished
Book and Lithographic Papers
Engine-sized White Writings and Envelopes
Amber and Parchment Railroad Writings
MUSIC PAPER and M. F. "HIBULK"
also
Bleached Spruce, Sulphite and Soda Pulp

CAPACITY: 800 TONS DAILY

Mills at Tyrone, Pa.; Piedmont, W. Va.; Luke, Md.; Davis, W. Va.; Covington, Va.; Duncan Mills, Mechanicsville, N.Y.; Williamsburg, Pa.

Cable Address: "Pulpmont, New York." A. I. and A. B. C. Codes Used.



The 11 x 25½ Vandercook Proof Press.

Better get posted on the

Vandercook Proof Press

Although the first press was sold only last May, it is now in use in hundreds of the best printing-offices, and is pronounced to be the most successful invention for printers' use for many years.

"ASK THE MAN WHO OWNS ONE"

AMONG THE FIRMS WHO HAVE PURCHASED THE VANDERCOOK PRESS ARE

American Lumberman .....315 Dearborn St., Chicago.
Atlas Printing Co.....302 Dearborn St., Chicago.
Atwell Printing Co.....341 Dearborn St., Chicago.
S. Th. Almberg.....917 Wells St., Chicago.
Baker-Vawter Co.....Holyoke, Mass.
Isaac H. Blanchard.....270 Canal St., New York.
Barnard & Miller.....44 La Salle St., Chicago.
Bowman Publishing Co.....Evanston, Ill.
Central Typesetting Co...Kingsbury and Superior Sts., Chicago.
Clark & Ash.....Dearborn and Harrison Sts., Chicago.
W. B. Conkey Co.....Hammond, Ind.
Continental Paper Bag Co.....Rumford, Me.
Cozzens & Beaton.....45 Plymouth Pl., Chicago.
S. D. Childs & Co.....200 S. Clark St. Chicago.
Corbitt Railway Ptg. Co.....383 La Salle St., Chicago.
Con. P. Curran Ptg. Co.....401-403 N. Third St., St. Louis, Mo.
Drovers Journal.....Union Stock Yards, Chicago.
Dixie Printing Co.....1627 Washington Ave., St. Louis, Mo.
A. T. De La Mare Co.....2-8 Duane St., New York.
Evanston Press.....Evanston, Ill.
Excelsior Printing Co.....65 Plymouth Pl., Chicago.
Faithorn Printing Co.....66 Sherman St., Chicago.
Faulkner-Ryan .....66 Sherman St., Chicago.
Gardner Printing Co.....Caxton Bldg., Cleveland, Ohio.
Gunthorp-Warren Ptg. Co.....196 S. Clark St. Chicago.
William Green.....627 W. Forty-third St., New York.
W. F. Hall Printing Co...Kingsbury and Superior Sts. Chicago.
E. A. Holmes & Co.....Montgomery Bldg., Milwaukee, Wis.
Hack & Anderson.....66 Sherman St., Chicago.
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D. F. Keller Co.....308 Dearborn St., Chicago.
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Lord & Thomas.....61 Wabash Ave., Chicago.
Mahin Advertising Co.....117 Market St., Chicago.
Methodist Publishing Co.....Lucknow, India.
Minnesota Typographic Co.....St. Paul, Minn.
Joseph Mack Printing House.....Detroit, Mich.
Meyer-Rotier Printing Co....116 Michigan St., Milwaukee, Wis.
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Printing Trade News.....326-328 W. Twenty-first St., New York.
Patterson Press.....33 Gold St., New York.
Regan Printing House.....87 Plymouth Pl., Chicago.
Rogers & Hall.....132 Market St., Chicago.
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FIJ

Designed and lettered by
F. J. Trezise,
Instructor Inland Printer Technical School and
I. T. U. Course in Printing.

Printed by
The Henry O. Shepard Company,
Printers and Binders,
130 Sherman street, Chicago.

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The Inland Printer

Entered as second-class matter, June 25, 1885, at the Postoffice at Chicago, Illinois, under act of March 3, 1879.

THE LEADING TRADE JOURNAL OF THE WORLD IN THE PRINTING AND ALLIED INDUSTRIES.

VOL. XLV. No. 1. **APRIL, 1910.** TERMS { $3.00 per year, in advance. Foreign, $3.85 per year. Canada, $3.60 per year.

CONTRAST.

BY J. F. EARHART.

IN the creation of anything beautiful and attractive, the laws of contrast are continually being brought into play. This applies to the composition of a piece of printing, just the same as to a painting, a piece of architecture, or anything in the nature of design, decorative or otherwise, which may be conceived by the mind of man. Contrast is also shown in nature, animate and inanimate, and to distinguish and know its laws a delightful study.

Contrast, in general, means the effect produced upon each of two things possessing different or opposite qualities, when they are compared or are placed in juxtaposition. The effect is always to emphasize or to make more evident the qualities of an opposite tendency peculiar to each.

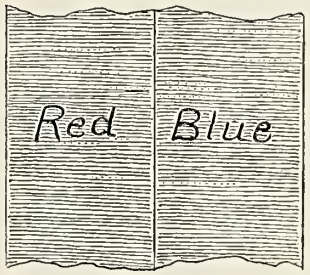
In planning a color combination we have to deal with four important elements of contrast, as follows:

Contrast of Color.
Contrast of Tone.
Contrast of Form.
Contrast of Mass.

These different elements of contrast must be given serious consideration in every color-scheme, whether a typographical page, an engraved design, or a painting.

Contrast of Color is the effect produced upon the quality of each of two colors when they are placed together; each color is influenced by the complementary tint of the other color, which, at the moment, is in the eye of the observer. For example, when red and blue are placed together, the red will appear to be more orange than it really is, and the blue will appear to be more green than it really is.

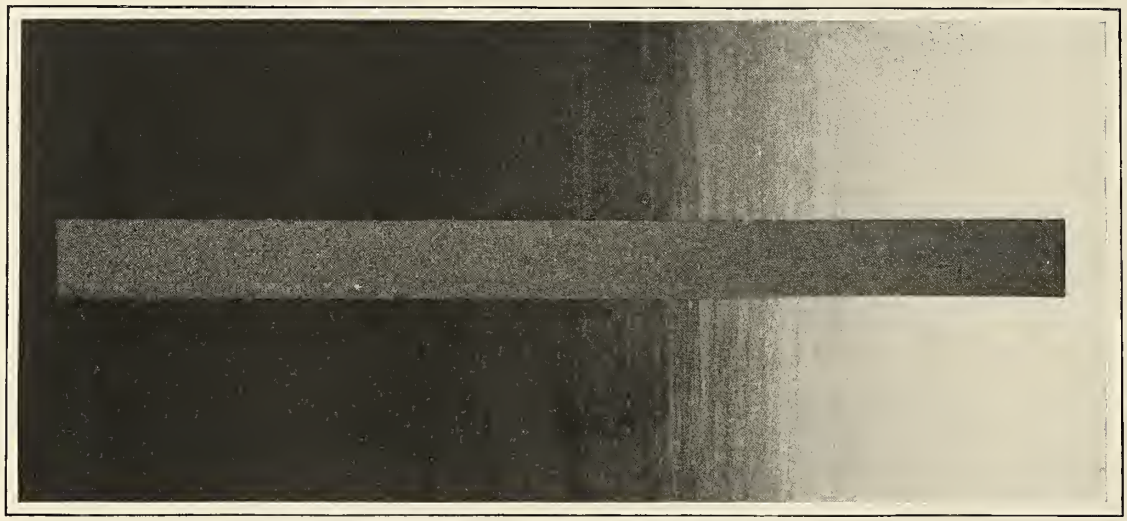
This apparent change in color is due to the peculiar action of light upon the retina of the eye. This action calls into existence in the eye a pale tint, which is complementary to the color projected upon that part of the retina. The retina is a very delicate membrane, lining the inside of the



back part of the globe of the eye. This membrane is composed of thousands of nerves, which unite into what is called the optic nerve, connecting the eye with the brain. The retina is said to be divided into different sets of nerves intermingled, each set being directly sensitive to one kind of light vibration (that is, one of the colors of which white light is composed). When a colored shape of any kind is projected upon the retina, the nerves within that shape which are directly sensitive to the color of the object, will quickly become fatigued, while all the other nerves within the same shape upon the retina (which represent all the other colors of the spectrum, which, in combination, produces a color that is complementary to the color of the object looked upon) will become sympathetically excited to such an extent that this complementary tint will apparently take the place in

the eye of the color of the object just looked upon; so that, if the eyes are suddenly shifted to a white surface, this complementary tint will be seen, instead of the first color looked at. This secondary effect is known as an after-image; and it becomes so strong in the eyes of some people as to cause confusion of the judgment as to the real color of some objects, and, in some cases, it almost completely neutralizes the first impression made upon the retina. In such cases persons are said to be color-blind, but in the normal eyes this secondary effect merely causes a dulling of a color, when looked at persistently, without changing its hue. The change, then, which apparently takes place in colors, when placed together, or when they are looked at in rapid succession, is due to the fact that we really see one color through the after-image (complementary tint) of some other color. When the eyes are first focused upon any color, the focus-point is never completely at rest upon any minute part of that color, but, instead, plays with lightning-like rapidity, here and there, all over the color looked upon. In this lightning-like play of the focus-point of the eyes, the shifting impression made upon the retina of the eye by one color, will, at times, be partially or wholly overlapped by the impressions made by the other color. The result is that the complements of both the red and the blue have successively been impressed upon the same part of the retina, so that, when the eyes are focused upon the red, it is, for the moment, apparently seen through a transparent film of orange (the complement of blue), and when the eyes are focused upon the blue, it is, for the moment, apparently seen through a transparent film of a very bluish-green (the complement of red), the result being, as stated before, the red will appear more orange than it really is, and the blue more green than it really is, when they are brought into immediate contrast.

But if we combine two colors that are directly opposite to one another, like the yellow and violet, then the yellow will appear more of an intense yellow and the violet more of an intense violet, without the character of the colors being in any way changed. The yellow will be intensified because it is seen through the yellow after-image of the violet, and the violet will be intensified because it is seen through the violet after-image of the yellow. The reason for this is that the yellow and violet are exactly complementary, and when two colors which are complementary are brought into immediate contrast each color will become intensified, but the character of the colors will remain unchanged. When colors which are not complementary are placed together, then they will apparently undergo a slight change in quality of color, similar to the change which takes place in the red and blue.



A tone of gray in contrast to the various tones ranging from black to white.

Contrast of Tone is the effect produced upon the strength of each of two colors, when one is deeper than the other; one will appear to be deeper than it really is, and the other will appear to be lighter than it really is. By tone is meant the different degrees of a color, ranging from light to deep. Contrast of tone is well illustrated in the engraving above, showing a tone of gray against other tones. It will be noticed that, although the band through the center of the figure is of one even tone, yet it appears much lighter on the dark background than it does on the light background. So then, when two colors that are not exactly even in tone are brought into immediate contrast, the light color will always appear to be lighter than it really is, and the darker one darker than it really is. This element of contrast is one of the utmost impor-

tance in any color-scheme. The harmony of a design, or an arrangement of colors, can be completely upset or destroyed by having one color deeper or lighter than it should be. The color will, in some cases, be too heavy for the scheme; or it will be so bright that it will apparently come forward too much; or it may recede so much as to appear to be beyond the balance of the design. In such cases, the color-scheme does not hold together; that is, the color-scheme does not seem to be an even distance from the eye, because we feel that some of the colors are much nearer than



Photograph by Pillsbury Picture Company, San Francisco.

EASTER IN SUMMER LANDS.

others, which causes dissatisfaction without the cause being fully understood. This is a common fault with painters and designers generally, so it is but natural that the printer should not be free from it. The writer has frequently examined elaborate designs of posters, etc., turned out by some of our most pretentious printing and lithographing concerns, in which this fault was very apparent. It will often be found that a slight change in the tone of one color will add very much to the harmony of a color-scheme, bringing about a unity that will otherwise be lacking.

Contrast of Form is the effect produced upon the shape of each of two objects when they are placed together. For example, when short and tall objects are placed together, the peculiarities of each will be emphasized — one will appear shorter than it really is, and the other taller than it really is, by contrast. The same is true of thin and thick objects, and straight and crooked objects.

Contrast of Mass is the effect produced upon the size of each of two objects when placed together. If there is a differencee between the surface or area of two objects, this difference will be made more apparent by contrast. Contrast of mass comes into play when we are considering the size of a type page in contrast to the paper page; the width of the type page in contrast to the width of the margins; the area of the blank spaces in contrast to the printed spaces; the size of the main display line in contrast to the size of other lines in the page, or in contrast to a mass of matter set in smaller type. While considering the arrangement of masses in a piece of composition, contrast of tone between the masses must be considered at the same time as the area of the masses.

When it can be said of a piece of work that all of its elements of contrast are in harmony, then it is a very perfect creation, indeed. The study of the laws of contrast is the first step to good work.

Written for THE INLAND PRINTER.

AN OVERLAND PAINTING TRIP IN WEST TEXAS.

BY C. P. BOCK.

OUR party was made up of the following artists: Frank Reaugh, of Dallas, Texas; L. O. Griffith, of Chicago, and C. P. Bock, formerly of Chicago. Mr. Spillman, also of Dallas, was man of the horses. We met in Dallas on August 17. Our outfit was ready; it consisted of a covered wagon drawn by two horses, a chuck-box with a few skillets and pans, one repeating rifle, and each man had his sketching paraphernalia and blanket.

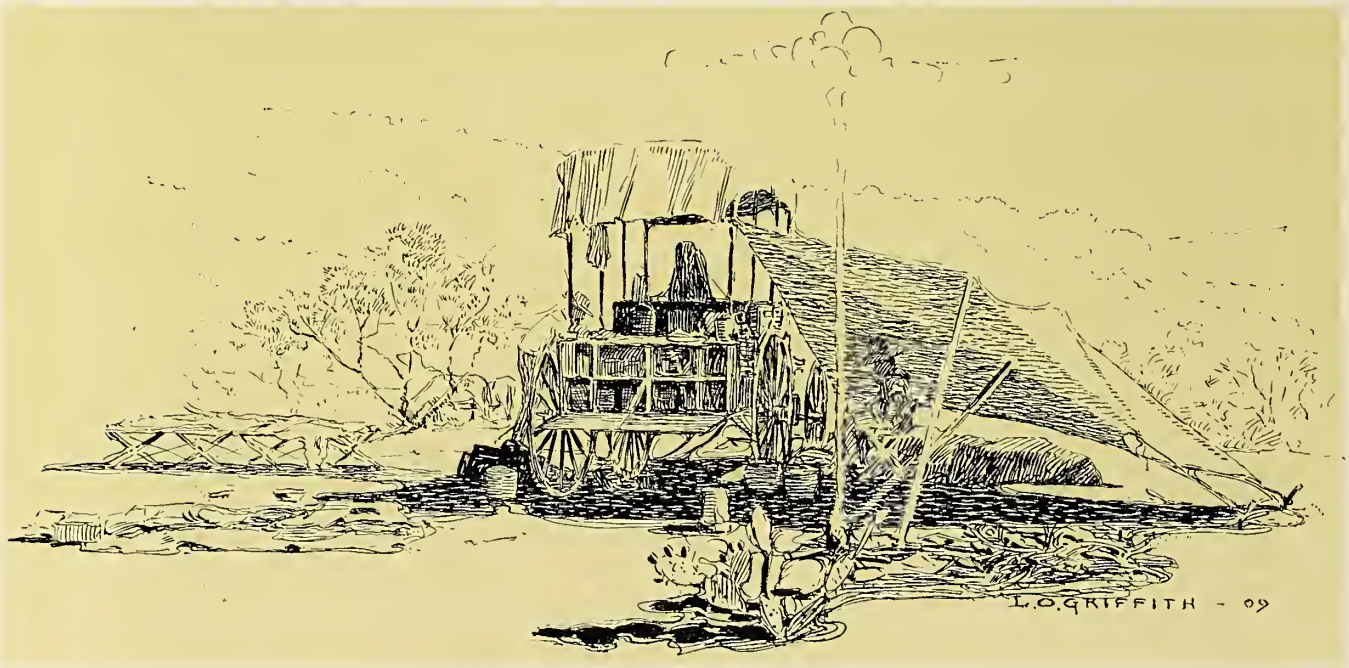
As we had in past years made these trips, and were familiar with the country and the requirements of a camp, we took with us only the necessary chuck and things, selecting that which would stand the trail. We took nothing that was fresh and apt to spoil, nothing with juice, grease, or anything sour, sweet or sticky.

It was a hot day when we started westward from Dallas; the thermometer registered 115° in the shade. For many days we traveled through the heat and dust toward the promised land, where sketching awaited us—the land of the purple dawns and golden twilights, the home of the enchanting mirage and whirling sandstorms, the wilderness, the wastes, where everything is armed with stickers and thorns—even the toads are horned.

All went well until we struck the mountains in Palo Pinto county, where we broke the tongue of our wagon. About two hours were lost in wiring on a splice. One day later a tire jolted loose, more wire was applied, then following closely the tongue broke for the second time, more wiring and more splices, and so on nearly every day a break or bust, until it seemed nothing but wire held us together; even our coffee-pot received its share of wiring when the lid broke off.

A breaking wagon, harness and coffee-pots were, however, only a small part of our difficulties. Water—fresh water—was our constant want, especially when in the alkali country, but even alkali water is at times welcome.

One day we had gone a long distance with but little water in our canteens. Near night we came to a sign nailed on a mesquite bush—"water."



THE PAINTERS' SUNDAY CAMP IN WEST TEXAS.

We searched a while and finally found it—a little pool nearly dried up, covered with green scum, and full of tadpoles. There was evidence of many head of cattle having recently bathed their feet in the pool, but how gladly we filled our canteens, and how sweet the tadpole juice tasted!

At another time we were out of water and our mouths, noses and eyes were full of dust, and burning dry. When we saw a windmill ahead, urging our team on we were soon overjoyed to see the pump sending out a clear stream of water. We drank down several quarts each, watered our horses and filled our canteens. The water was cold, but had a strange, musty taste, which we thought was due to some mineral, and we drank and drank again, thinking it healthy stuff, as most mineral water is. Before we left the place, however, the owner of the pump came and informed us that

something had fallen into the well and died, which made the water taste queer. We asked why he did not clean it out, to which he replied, "Why, I'd have to take up all them boards."

Not all water in west Texas is bad; most ranches have good cisterns, and if a ranchman or cowboy has two buckets of water you are welcome to one. We found only one cistern locked during our entire trip, and this was in a small town. A merchant, it seemed, owned the only good water in the place. Of course, he would have given us the key had we asked him for it, but we preferred to drink alkali water and take our chances on bellyache rather than this humiliation.

Next to the water question, eating demanded our attention — where to get chuck and what to eat? Most all stores in the West carry the three necessary articles: coffee, bacon and tobacco, and, at some places, we could buy condensed milk and other luxuries, such as meal, flour and potatoes, but more often not, and condensed milk was generally considered baby food and for sale at drug stores. Sometimes, though, we had great feasts in spite of all — broiled quail with sweet potatoes, honey and pickles and strong black coffee. Coffee was always good. No matter how much sand blows into the pot while it is boiling, the sand will sink to the bottom and leave the coffee on top, but when sand blows into fresh meat or honey, it sticks and is hard on teeth.

Cooking in camp is somewhat of a bother. There are a few simple rules, however, that we always observed and they make cooking less difficult. In cooking beans, for instance, if you dash a few against a stone you can tell if they are done; if they rebound and rattle, cook them longer. If you boil coffee after dark, about the best way to discover when it boils is to poke your finger into the pot quickly. And, following a sandstorm, it is best to cook things that require little chewing.

After chuck at night we usually sat around our campfire smoking our pipes, talking and listening to the swish of the wind in the sagebrush and the weird wail of the wolves. How lonesome the wilderness would seem if you didn't hear the wolves; but you always hear them, night after night, especially when there is fresh meat in camp, and I know of no music that is more fascinating than the song of the wolf (the music of the wilds). But all songs in the wilds are not pleasing and soothing. The song of the rattler always makes one's blood creep. You never get accustomed to it. However, the rattlers are usually painted much too black. There are poisonous things more creepy than the rattler. The centipede, for instance, that crawls about, and gives you no warning of its presence, and one never knows where it is, but if its many sharp stinging feet once clinch you, you will learn each foot is as poisonous as a rattler's bite. And, even if you are not stung by it, if it only crawls on you, the flesh over which it crawls will rot and fall off your bones.

The tarantulas are, however, only big, ugly spiders, poisonous, of course, but they will not molest you unless you happen to be sleeping on their nest or hole in the ground. We had a big



ON TO THE DESERT LANDS.

tarantula crawl through our camp one night and over one of our bunks, but he was in a hurry and did not stay long. We saw many rattlers, killed some, and heard wonderful yarns that we would not like to repeat, but no one in our outfit was bitten by anything. A centipede crawled up the writer's easel once, and was within a few inches of his hand, but was discovered in time, and there is no danger in any poisonous thing unless it bites or stings you. We sometimes slept inside of a circle of rope when in the rattler country (no snake will crawl over a rope), and we had woolen blankets, as snakes don't like the touch of wool. They will not crawl into bed with you if you are sleeping in a woolen blanket.



A NORTHER AT NIGHT.

There are things in west Texas, however, more dangerous than snakes and centipedes. The loco weed and quicksand are always to be guarded against. Loco weed looks harmless enough, but if one of your horses eats some of it he is apt to go mad, and if you happen to be sleeping within reach of his rope, he may dance a jig on your stomach before you realize what ails him. Quicksand is bad in most rivers, but the Brazos and the Wichita are treacherous when the water is high, and it is well to first ride a horse through several times before you attempt to cross with the wagon, for, if you once get stuck in quicksand, you will never stop sinking until you reach the bottom, and this may be only a few feet, or a few miles.

Windstorms are not dangerous in west Texas. Often the wind blows hard, but one is not likely to meet anything stronger than a little twister that may tear the top off your wagon and scatter your stuff over a few miles of country. But even these are getting scarce. We only encountered one blow of any note during our last trip. This was at night. We were awakened from sleep by trash blowing into our faces, and a distant roar. The night was black as ink, except for an occasional flash of lightning. All hands fell to tying things down. We tied our horses to the wagon-wheels, then tied the wagon to a chaparal bush and all held onto ropes. We were camped on a high bluff with a cañon on either side, and the wind had a long sweep at us; but the blow was not strong, and we only lost a few cooking utensils, a water-bucket and a pair of trousers. Our mouths and eyes were filled with sand, but the rain that followed soon relieved us. For about an hour we were drenched to the skin. When the sky cleared, we managed somehow to start a fire, and stood around it until morning getting ourselves dry.

The reader will perhaps wonder why it is necessary to expose one's self to so many inconveniences in order to get material for pictures. And in the Eastern and old settled States, it is not necessary, but in Texas sketching is a different proposition. The country is big, houses are far apart, and, if one desires variety and motives that have not been touched by the painter's brush, the best and only way is to travel overland, so you can camp at any place, by the rivers, on the plains or in the cañons. Of course, a trip of this kind might not agree with one subject to indigestion, but it makes red blood and lots of new stuff for pictures.

Written for THE INLAND PRINTER.

SCIENTIFIC COLOR IN PRACTICAL PRINTING.

NO. II.— BY E. C. ANDREWS.

BEFORE taking up the value scale in detail, let us define a few terms. We stated that, in analyzing any tone, two things are noticed: (1) The quantity of light and (2) the kind of light, which may be either strong or weak. Whether we recognize the quantity or quality of light first, depends somewhat on the individual color-sense, and whether the color is intense or weak. A child notices the color, the kind of light, before he recognizes the quantity of light (the value). Last of all, he learns to notice the intensity of the color (the chroma). We can readily see that, in order to describe a color, we must mention three qualities: the color, the value, and the intensity (chroma). Notice that we are forced to speak of the "color of a color." To avoid ambiguity an exact term is necessary, and the best word that we can use in describing the kind of light in a tone is "hue." Please notice the following definitions from the Century dictionary:

> *Hue:* "Color; specifically and technically, distinctive quality of color in an object or on a surface; the respect in which red, yellow, green, blue, etc., differ one from another; that in which colors of equal luminosity and chroma may differ."
>
> *Value:* "In painting and the allied arts, relation of one object, part, or atmospheric plane of a picture to the others with reference to light and shade, the idea of hue being abstracted."
>
> *Chroma:* "The degree of departure of a color sensation from that of white or gray; the intensity of distinctive hue; color intensity."

Henceforth, I shall use the terms "hue," "value" and "chroma" in describing any color. They may be called the three dimensions of color, as, by omitting any one of these three qualities, we leave the color undefined. Some of our readers may ask why I did not give these definitions at the beginning of these articles, instead of using the looser terms of color and intensity. Primarily, because a statement that color has three dimensions — hue, value and chroma — would make it appear that I am not writing for practical printers. Secondly, because I wanted to connect the commoner terms with the more technical, and also show the absolute need of exact terms.

Right here let me ask a few questions. Why should a printer read these articles at all, and, if he does, why give him more than a column of two-color combinations in numbers which refer to some chart? Much is being done by the various clubs throughout the country in educating the printer to what printing costs, but, after all, is this not merely an analysis of competition of price, a competition in which there is no bottom? On the other hand, there is the competition of ability,

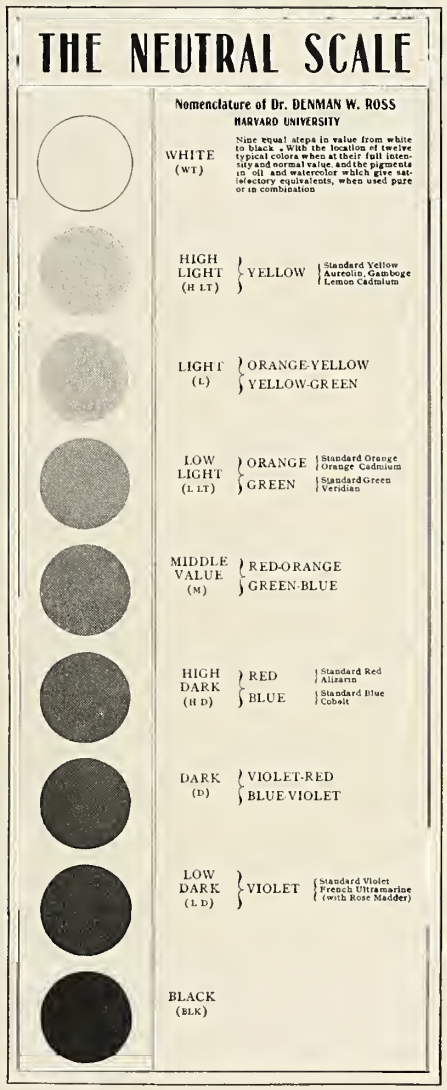
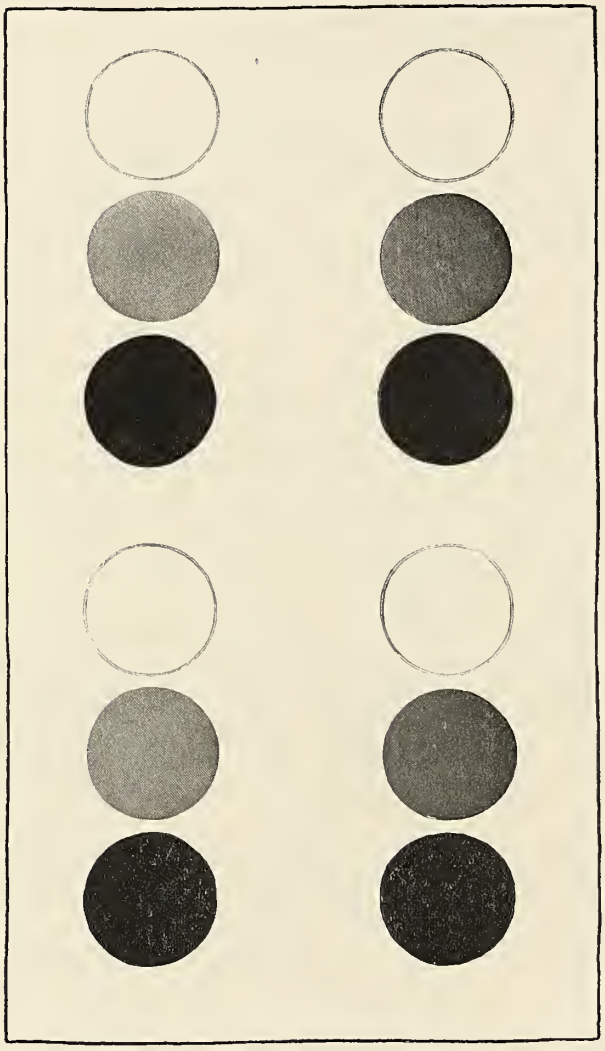


FIG. 1.

in which there is no limit. Why does your customer want to see proofs — why does he revise, and refuse to O. K. the original layout? Why does he deal directly with an advertising man, an artist or an engraver, and require you to submit your ideas to a middle man? It is because nine out of ten printers are not seeking more than to rent printing machinery. A prominent man, who has been connected with printing interests for more than thirty years, recently made the statement that he could teach the average bright boy to set type in three months' time. Setting type is not what pays, it is *how* it is set. *What* you say, *how* you say it, what stock you select, what colors

you use, and, above all, whether you show a creative touch, a distinctive and personal element in your work. This creative element can not be cultivated by referring to tables, copied out of

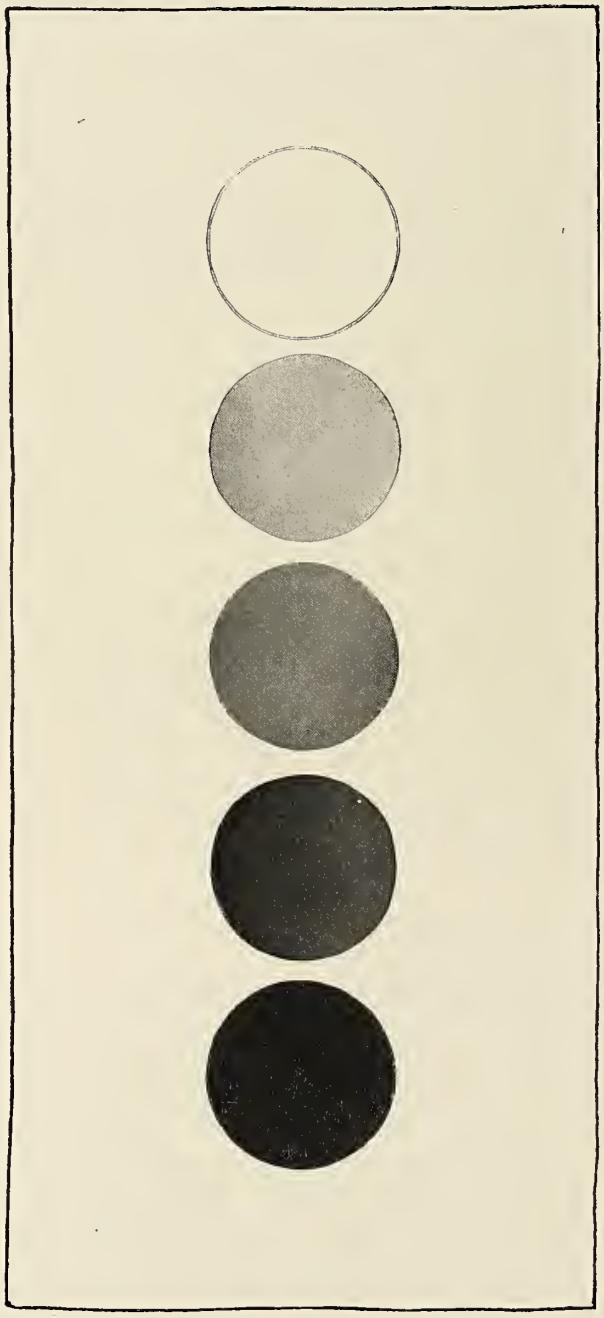
PLATE LXXII



"Chevreul," and no set rule can be laid down for the best combination, as every color-scheme must be selected with regard to many requirements. To create, one must master, and to know color from the scientific standpoint often enables us to surprise even the artist at the grasp we have of the problems he solves with "feeling." When you can show a customer what he "ought to have," to advertise effectively, your profit will not be divided with the middle man, and, once in his confidence, even his office-blanks will pay a fair profit.

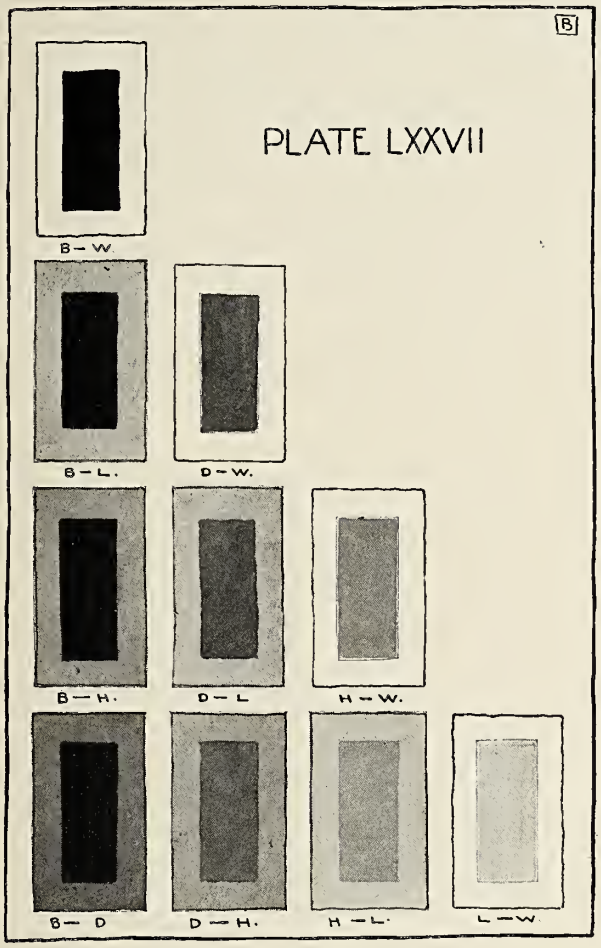
It seems to me, therefore, that a large number of printers ought to be interested, not only in a few simple rules for obtaining color harmony, but in the principal facts of the physical nature of light—how it travels, the difference in wave-lengths, which give rise to various color sensations, and the absorption, reflection and refraction of light on different surfaces. It is worth while to know something of the eye and color-vision, and something of the chemical nature of pigments. There are many points about the body, tack, opacity or transparency of an ink that are important for a printer to know, and, last of all, is the problem of harmonizing and grouping the various colors and their tints and shades. I repeat, there is no question but that the average printer can acquire a valuable practical knowledge of color

PLATE LXXIII



harmonizing from scientific sources. I could give the results, without the reasons, and save you some reading, but it is easier to apply principles once understood, than to hunt for an example that just fits the piece of work under consideration.

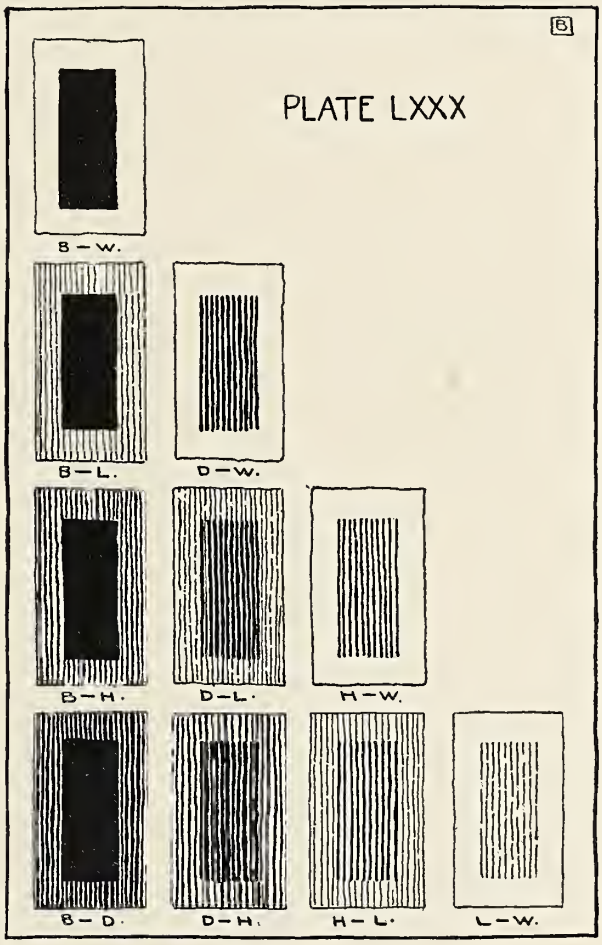
In the following articles I shall take up the divisions of our subject in the order mentioned, and review them briefly, laying especial emphasis on recent theories. As soon as we speak of hue, our color theory must be defined, and, for a basis,



we must turn to light and the analysis of the spectrum. For this reason, I am discussing the neutral value scale first.

In studying the neutral gray scale, the first point to establish is a gray midway between white and black. Artists determine this middle-value gray by the eye. They mix black and white in different proportions and make comparisons of their results until the middle value shows the same contrast to black as to white. This key-note must be exactly right or the entire scale will be wrong. The printer, as well as the artist, should learn to recognize middle value in the gray scale, and I will show later a simple method of applying the knowledge of a seemingly unprofitable subject to the selection of decorative colors to be used with black. Plate LXXII illustrates four attempts at middle value, three of which are wrong. Now look at Plate LXXIII and compare the middle value there with the one you selected as middle value in Plate LXXII. The word "half-tone" also signifies middle value, but in running half-tones few printers take into consideration the balance between white and black. The constant cry is for a half-tone ink that *is* black and that can be run on very heavy without offsetting. When the plate is flooded with ink, middle value is lost sight of entirely. You often hear the remark that So-and-So's half-tone work is gray, but the so-called gray half-tone, when carefully made ready, is far more artistic, and it is a safe bet that So-and-So has the best clientèle in town.

Figure 1 shows the Denman Ross neutral scale with nine values, including black and white.* A scale of nine values will give thirty-six possible contrasts, but the five values shown in Plate LXXIII will be sufficient to illustrate the necessity of recognizing not only each neutral tone, when contrasted with white paper, but contrasts

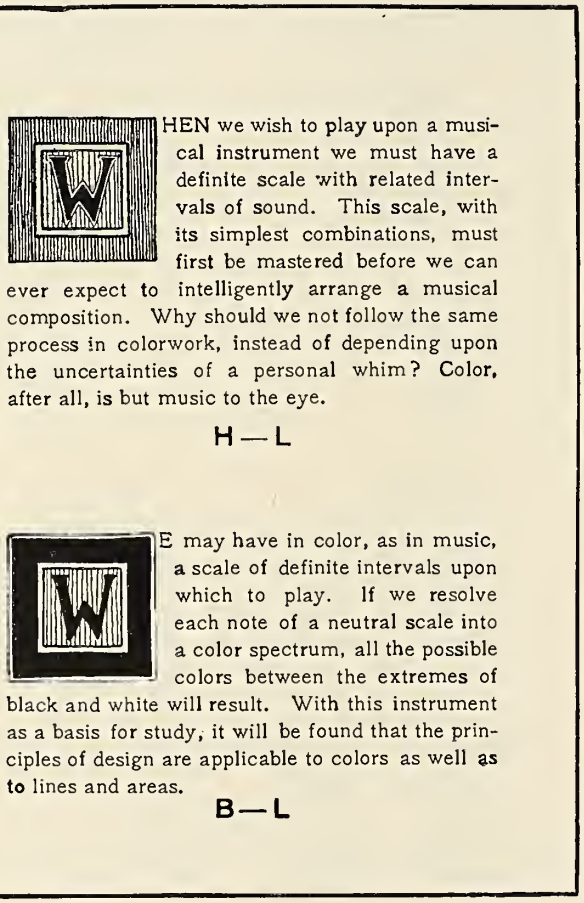


of intermediate values, as light on middle, light on dark, etc., Plate LXXVII shows ten contrasts. Middle value is represented by "H" (half-tone), white by "W," black by "B," the light tone between middle value and white by "L," and

* The other plates shown in this article are taken from the "Principles of Design," by Ernest A. Batchelder, published by the Inland Printer Company — a book well worth reading.

the dark tone between middle value and black by "D." The strongest combination at the top, black and white, is a contrast of four intervals (see Plate LXXIII again). In the row below are two contrasts of three intervals, then three combinations of two intervals, and finally four examples of one interval only. The most harmonious combinations are in the lowest row, because they have more in common — they are nearer alike. An analogy in neutral gray or color is always a safe

PLATE LXXXI



and easy way of getting harmony. The black and white at the top are of opposite value, and, therefore, are least harmonious. Instantly you think of black type on white paper, but in that case the black is broken up by the white. See Plate LXXX.

The importance of the neutral scale, either in flat tints of gray printing-ink, or in grays obtained from black by breaking it up in type, half-tone or Ben Day screen, can not be overestimated. Mr. Batchelder says if printers were limited to contrasts of Plate LXXX "and would experiment with the results, aiming to acquire complete control of a few tones, rather than depending upon the uncertain effects of unrelated tones, we feel convinced that the art of printing would not suffer. How often we find good work marred by a misplaced contrast, a type that strikes the note light, associated with an initial that strikes the note black — a contrast of B-L, inharmonious on nearly every occasion." In Plate LXXXI notice how much more pleasing the middle value (H) initial is than the darker one.

(To be continued.)

SOME COSTLY PRINTING ERRORS.

The United States, some years ago, destroyed four million telegraph forms, owing to the misspelling of a single word.

In 1883 several hundred thousand greenbacks were canceled before issue, owing to the same cause. An employee was convicted for attempting to steal some of these worthless notes, with the intention of selling them to collectors.

The Austrian government is so intolerant of mistakes that it cancels documents, not only on the ground of serious mistakes or misspelling, but even as the result of a misshapen letter. The use of a small instead of a capital "B" in the word "*Briefe*" led a short time ago to the destruction of twenty-five thousand forms issued to the various postoffices.

In 1850 an Austrian designer of bank notes signed his name in tiny letters at the foot of a drawing. The engraver copied the name, and before the mistake was discovered ten thousand notes were printed, all of which had to be burned.

Before the union of Italy, more than one attempt was secretly made to turn official papers and notes to propagandic uses. A custom-house regulation form was so spaced by the compositor that the initial words in every line, if read consecutively, were a declaration against the papal claim to govern Rome.

In another case the spacing of words in certain banknotes was so arranged that by drawing a pencil line in a particular way a rude outline of the arms of Savoy resulted. These notes, of course, never saw the light — the device being too obvious to escape detection.

In 1901 a Spanish engraver was heard boasting that he had "signed his name" on every one of the ten thousand banknotes just about to be issued. When called up and asked for an explanation he declared that he had been joking. But an examination of the notes showed that certain letters in one line were raised a microscopical distance above those next to them. These raised letters spelled the employee's name. Seven hundred and fifty dollars was the price paid by the authorities for the engraver's joke.

The Kaiser's persistent interference in all matters of art has cost the fatherland heavy losses in canceled printed matter. One of his first acts as sovereign was to show his subordinates how the imperial arms should be printed. After many thousand forms and documents had been impressed with these arms an antiquary of high authority proved to his majesty that the new design was not only wrong, but also humiliating to himself. Seven thousand five hundred dollars' worth of papers were promptly reduced to ashes.

In another case the Kaiser "subedited" the German money-order form to such a way that the public could not make head or tail of it. Finally, the new form had to be called in and thousands of unissued copies destroyed.

Fifteen thousand pounds' worth of postal orders had to be destroyed by the British general postoffice, some time ago, owing to the poundage on the face having been 1d. instead of 1½d., as it should have been. The estimated loss to the country was $500.— *Gloucester Times.*

Written for THE INLAND PRINTER.

BUILDING AND ADVERTISING A PRINTING BUSINESS.

NO. IV.— BY HERBERT H. STALKER.

THIS article will deal with pertinent inside facts. We have everything else adjusted. We've decided upon a special line of work — settled the question of a good, live name or slogan — agreed that we should consider the idea of service first of all — made up our minds to constantly, persistently advertise — concluded that, after all, printing is just about the best business on earth; that there's money in it if conducted rightly. We've resurrected our early ideals — our enthusiasm has returned — the spirit of the race is in our blood — we're ready to go in and win.

But there are other things to be considered, in order that we shall accomplish what we have set out to do. First, *know your costs.* Don't guess at them. "Pretty near" won't do. *Know them.* That's an oft-repeated injunction, but it will bear repetition, for it is shamefully disregarded. Know what it costs to produce each job, and know the *exact profit.* Have an adequate job-ticket, and insist upon it being accurately filled out in full. *Know your costs.*

Keep an up-to-date set of books. Employ a *competent* bookkeeper. Never mind if you are put to it trying to scrape up the necessary wages. *Mark this down:* You can not succeed in business if you are unable at any moment to tell just how you stand; what you owe, to a penny, and how much customers owe you. It is the only safe way. Skimp where you will, economize if you must, but hang on to your bookkeeper.

Mix a large measure of the milk of human kindness and good, hard sense in the conduct of your workrooms. Remember, you can command more and better work from your employees by generous treatment than you can drive out of them. Seek to interest them in their work; stimulate their pride; feed their ambition. Study each man. Give him the kind of work to do for which he is best qualified — of which he can produce the most. Pay them well. See how much you can pay them, rather than for how little you can employ them. Does that seem contrary to the laws of good business? Yes, if you do not properly follow up the idea; decidedly no, if you do. In my office were three Gordons. No one in our town thought of paying more than $6 a week for feeders. I paid $10, and employed young men who could make ready, feed fast and accurately, and who did not make nor include soiled, imperfectly printed and dissatisfaction-breeding printed matter in the finished product. Each press was kept busy nine hours a day, and the work was all of a high grade. Did it pay? I think it did. You try it and see.

A suggestion. Don't hold yourself too high above your men. Don't let them feel any difference. Dignity is all right. I believe in it; I cultivate it. A certain amount is necessary to maintain self-respect, position and discipline. It is required more at some times than at others. Your own good judgment must dictate that. In a certain sense be one of your men. Get close to them. Have a thought occasionally for their welfare and the things that interest them. Condemn when you must; praise when you can. I can still see the look of pleasure on the faces of some of my old employees at a simple word of commendation for a piece of work particularly well executed. Yes, get close to the boys in the shop — in your own way, of course, and according to your ideas of propriety, but get close.

Learn to exercise a fine discrimination in economy and expenditure. Economize where it pays; spend liberally for the things that will lower costs, increase production, improve quality and add to your good reputation. True economy is fruitful; false economy is a hindrance.

Invest heavily in leads, slugs, rule, spaces and quads, etc. Have few type-faces, but many fonts. While men spend minutes pulling sorts, dollars in profits are flying out of the window. Have sufficient nerve to dump old type and purchase new, when the old ceases to earn dividends and stamps your printing as common. The price of new type can be saved in needless make-ready, which patient pressmen are obliged to indulge in to produce a creditable job. All this may seem like a contradiction to what I have previously said about throwing profits into new equipment. But there are two ways of buying new material, and discretion and judgment are needed to make the investment profitable. This much is certain: Nothing is to be gained, and much is to be lost, in pressing into service type and material which have passed the stage of being able to produce first-class work, and in allowing employees to waste precious time in hunting sorts. To make a profit, the cost of production must be kept down. Not by reducing wages, nor employing cheap help, but by hiring the best men and providing them with everything within reason that will enable them to accomplish good work in the shortest space of time.

To dilute or reduce your inks simply modifies and sometimes completely kills the noblest efforts of your best compositors and pressmen. Don't

dilute your inks unless they be too stiff to work well, and then in moderation. Many printers are in the habit of making from a pound and a half to two pounds of ink out of one by adding reducing compounds. They do this out of principle, rather than necessity, and, to my way of thinking, it is a bad habit. The operation causes a good black ink to print gray, muddy or greasy, instead of a rich, dense black, and, if there's anything that looks common and reduces printing to the level of mediocrity, it is a piece of gray-looking printed matter. Make it black. Buy good ink, and keep it in the original state, if a possible thing. Keep up the color. Have every feeder under instructions to print every sheet black, and let them understand the heavens will fall if they do not. That one point will make a vast difference in the quality of your printing, if you watch it. It is a little thing, but little things go to make up the sum total of reputation. Then, in the name of decency, don't, please don't, use the black rollers for colored inks. When a customer pays you for two-color work, give him the pure, unadulterated article. A roller that has been used once for black ink is never again fit for colors. Keep two sets. The printing of the fellow who does not will suffer by comparison, and your stock will rise accordingly.

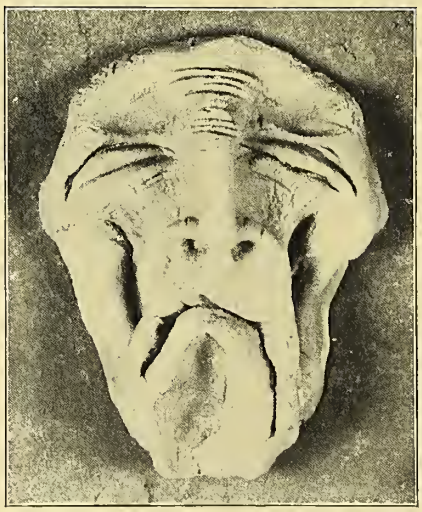
Distribute. Oh, the dead jobs I can see in my mind's eye, lying piled up on the stones of my readers! It is enough to give one the nightmare. Adopt any system you will, but distribute. Keep the type in the cases, ready for instant use. I would suggest that a half day be set apart each week, no matter how busy, when all hands be required to distribute with diligence. If a rush job is on the docket, one man can be delegated to take care of it. A system of keeping the dead jobs in the cases will result in less requisitions for sorts, and a decided addition to the amount of composition done each week. Distribute!

Let every man understand your ideals. Let him know that nothing but the best work will be tolerated under any circumstances. The caliber of each man's work will be gaged by your standards — by what you expect of him. If you are careless or indifferent, you may be sure he will follow suit. If you are particular, he will soon recognize that nothing but particular work will be accepted and will act accordingly. In time it will become a habit, and a mighty good and profitable one for you. You are the pacemaker.

Granted that you say amen to the foregoing; granted that you adopt every suggestion, you are now, I firmly believe, fully prepared to win splendid success. In conclusion, let me hold up three elements, which, in the last analysis, I believe to be paramount — Courage, Advertising, Enthusiasm.

Courage to meet undaunted the troubles and perplexities, the disappointments and discouragements that we all have to face, no matter what our position in life. Courage to battle bravely, courageously against all obstacles; courage to march unflinchingly all the way.

Advertising to let the world know that you have something it needs, and to tell it why.



Do Not Be Discouraged If Your Business Is Dull

All it needs is a little printing ink tonic applied with professional skill

Printing Prescriptions for Prosperity

Judiciously Prepared and Carefully Dispensed

GETUP & GETTIT ∴ *Success Printers*
Prospect Avenue **Fairview, Calif.**

SUGGESTION FOR A PRINTER'S ADVERTISING.

The grotesque face was modeled in dough by Charles Shumway, Corning, New York, and has been applied to the above purpose to stimulate the ingenuity of the ingenious printer.

Advertising to remind a forgetful public that you are the kind of a printer it pays to patronize. Advertising to prove your worth, demonstrate your ability, sustain and perpetuate your reputation, and *sell goods.*

Enthusiasm. Magic word—rare quality. Fortunate he who possesses it. Have you it? Get it! Get it, for, without it, you will never reach the highest goal. Good old King Solomon said: "Get wisdom, and, with all thy getting, get understanding." Good advice. Good then; good now. But, if Solomon were alive to-day, he would also say, "Get enthusiasm."

It was enthusiasm that enabled Columbus to batter down all opposition to his Western project. It was enthusiasm that impelled Queen Isabella to sell her jewels that the expedition might be fitted out.

It was enthusiasm that made the money kings do the bidding of the youthful Harriman. The force, the ginger, the glowing, whole-souled, enthusiastic confidence he displayed in himself and his plans, melted the hard, shrewd, financiers and won the day for the diminutive railroad builder.

Enthusiasm will help you make money in the printing business. It will inspire your men, increase your efficiency and help you sell more and better printed matter. Twice as many men will succumb to the infection of your spirited sales talk, for enthusiasm is contagious. It will win them in spite of themselves. Don't be passive. Inject vitality, vigor, force, spirit, conviction into your work, talk and advertising. All these are units of enthusiasm.

Enthusiasm will make you a better printer—a better man. It will enable you to trample on opposition, rise over obstacles, and march undaunted to victory. And with the victory comes the money; with the money, success. Get enthusiasm.

Attention, company! Forward! March!

HOBBIES FOR PRINTERS RECOMMENDED.

Have you a hobby? If not, it might be a wise move to take up for consideration the question of whether it would not materially assist you in your business and also prove beneficial to your health. Hadrian Evans, in a recent lecture before the Yorkshire Center, P. M. and O. A., at Briggate, Leeds, England, spoke very entertainingly of his recollections of printers and things printorial, calling to mind, among other matters, the different hobbies of some of his old-time friends. The *British and Colonial Printer and Stationer* gives the following summary of this portion of the lecture:

"Mr. Evans thought no talk of printers would be complete without some mention of their hobbies. For a man who was racked to death by business worries and estimates, a hobby of some description was most commendable. He thought the salvation of managers and foremen of the present day was that they could take up some hobby. A man went to business much fresher if he had some hobby to take his mind off business after business hours. One man he knew, a master printer, had a peculiar hobby for traveling; he would pack his traps and be away for three or four years, possibly to South America or some such outlandish place. Although he was away for such a time, he would come back to business as fresh as possible. He would stick to his desk and bring business together; and then be off, leaving his wife and sons and daughters in charge. Another man, whose hobby eventually turned out better than his daily occupation, he recollected, was a compositor, whose hobby was buying old pictures. Eventually he had a collection of some hundreds of old pictures and engravings. He had suggested to this man that he should start in business as a secondhand picture dealer, and at the time of his death he had been so successful that his will was proved for some thousands of pounds. Another printer made a hobby of the manufacture of patent medicines which were guaranteed to cure anything. He well recollected a compositor who had made a hobby of collecting old pedigrees of families. He would get books and old documents difficult to decipher, on which he practically spent all his earnings; but eventually his hobby turned to good account, and he was now the librarian of a college in the north of England. One never knew how valuable hobbies might become. In this way men were able to carry out their own dispositions, and not only do good for themselves, but eventually qualify themselves for better positions than those they had previously occupied."

ONE ANGLE OF UNIONISM.

The following is taken from the *Typographical Circular*, of Salford, Lancashire, England, and brings sharply to our attention the fact that scales of wages and enforcement of union rules are not all of the duties devolving upon trade unions:

"BIG SIX" TRUE IN LIFE AND IN DEATH!

As evidence of the spirit of fraternity which more or less pervades the trade-union movement the whole world over, I gladly avail myself of the opportunity I have been afforded of publishing the following letter relating to one who up to the time of leaving England a few weeks ago was a member of the Manchester Branch of the Typographical Association:

NEW YORK TYPOGRAPHICAL UNION, No. 6.
BENEFIT BOARD.
9 Jones street, New York.

DEAR SIR,—It is my sad duty to inform you that your son, R——— S———, died on November 2, in St. Vincent's Hospital, New York. He lodged his traveling-card with this union October 5, 1909. He had just worked about four days when taken ill. I placed him in hospital October 16, 1909, in a bed maintained by us.

His death was caused by pneumonia (congestion of the lungs). I visited him twice while he was in hospital. We buried him in the union plot in Mount Hope Cemetery, Westchester county, N. Y.

I attended his funeral, accompanied by a committee of his shopmates. His chapel donated $10 for a floral piece to be placed on his grave. The union defrayed all expenses. He had a Christian burial and got all the respects accorded to our deceased members. We have 154 members buried in the plot, and it is a beautiful graveyard. We did all that we could for him while alive as well as dead. I had great hopes that he would recover, but his constitution was not strong enough to fight the disease.

I need hardly say we deeply sympathize with you in your great loss, but it will be some consolation to know that he was not neglected in his hour of need.

May the Giver of all Life console you in your sorrow.

If I can be of any use to you, command me.

Respectfully, HUGH A. ARMSTRONG.

OUVRIER.



"The test of civilization is the estimate of woman."
George William Curtis.

Half-tone by The Inland-Walton Engraving Company,
Chicago.
From a pencil drawing by Arthur T. Williamson.

The Inland Printer

A. H. McQuilkin, Editor.

Published monthly by

THE INLAND PRINTER COMPANY

120-130 Sherman Street, Chicago, U. S. A.

Address all Communications to The Inland Printer Company.

New York Office: Tribune building, City Hall square.

Vol. XLV. APRIL, 1910. No. 1.

The Inland Printer is issued promptly on the first of each month. It aims to furnish the latest and most authoritative information on all matters relating to the printing trades and allied industries. Contributions are solicited and prompt remittance made for all acceptable matter.

SUBSCRIPTION RATES.

One year, $3.00; six months, $1.50, payable always in advance. Sample copies, 30 Cents; none free.

Subscriptions may be sent by express, draft, money order or registered letter. Make all remittances payable to The Inland Printer Company.

When Subscriptions Expire, the magazine is discontinued unless a renewal is received previous to the publication of the following issue. Subscribers will avoid any delay in the receipt of the first copy of their renewal by remitting promptly.

Foreign Subscriptions. — To Canada, postage prepaid, three dollars and sixty cents; to all other countries within the postal union, postage prepaid, three dollars and eighty-five cents, or sixteen shillings per annum in advance. Make *foreign* money orders payable to The Inland Printer Company. No foreign postage stamps accepted.

Important.— Foreign money orders received in the United States do not bear the name of the sender. Foreign subscribers should be careful to send letters of advice at same time remittance is sent, to insure proper credit.

Single copies may be obtained from all news-dealers and typefounders throughout the United States and Canada, and subscriptions may be made through the same agencies.

Patrons will confer a favor by sending us the names of responsible news-dealers who do not keep it on sale.

ADVERTISING RATES

Furnished on application. The value of The Inland Printer as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the fifteenth of the month preceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to honestly fulfill the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

The Inland Printer reserves the right to reject any advertisement for cause.

FOREIGN AGENTS.

W. H. Beers, 40 St. John street, London, E. C., England.
John Haddon & Co., Bouverie House, Salisbury square, Fleet street, London, E. C., England.
Raithby, Lawrence & Co. (Limited), De Montfort Press, Leicester, England.
Raithby, Lawrence & Co. (Limited), Thanet House, 231 Strand, London, W. C., England.
Penrose & Co., 109 Farringdon Road, London, E. C., England.
Wm. Dawson & Sons, Cannon House, Breams buildings, London, E. C., England.
Alex. Cowan & Sons (Limited), General Agents, Melbourne, Sydney and Adelaide, Australia.
Alex. Cowan & Sons (Limited), Wellington, New Zealand.
F. T. Wimble & Co., 87 Clarence street, Sydney, N. S. W.
G. Hedeler, Nürnbergerstrasse 18, Leipsic, Germany.
H. Calmels, 150 Boulevard du Montparnasse, Paris, France.
John Dickinson & Co. (Limited), Capetown and Johannesburg, South Africa.
A. Oudshoorn, 179 rue de Paris, Charenton, France.
Jean Van Overstraeten, 3 rue Villa Hermosa, Brussels, Belgium.

EDITORIAL NOTES.

MR. JOHN F. EARHART, whose name is familiar to printers as the author of that monumental work, "The Color Printer," and whose influence on taste in printing as the senior member of the firm of Earhart & Richardson was far-reaching and wholesome, contributes the leading article to The Inland Printer this month. Mr. Earhart deals with the subject of "Contrast" in color, in this first article, and we are well assured that printers everywhere will be glad to learn that this contribution is to be followed by others from the same writer. Mr. Earhart is a printer of unusual distinction. For the last fifteen years he has been a close student of landscape painting, and for the last decade has devoted his entire time to that branch of art. This taking to painting was the natural outgrowth of his love for color and for nature. He found that, in painting, he could express his love for color freely and quickly, but in printing this expression was often very slow and, frequently, if he did not do the actual work himself, it was unsatisfactory. The study of art and the practice of painting during the last ten years has given Mr. Earhart a more complete knowledge of what constitutes artistic printing than it would be possible to have without such experience. Mr. Earhart has spent much time painting in France, and his work has been most successful. He is a member of the Cincinnati Art Club and of the American Art Association of Paris, and has selected landscape painting as his lifework. What he has to say, therefore, for the direction of printers in the study of color is the result of experience as a printer and as a painter.

"The maintenance of the widows and orphans should be as much a part of the cost of production of coal as the payment of wages and means of living." The above statement was made by George S. Rice, head of the mine-accident division of the United States Geological Survey, in an address before a recent meeting of the Western Society of Engineers. The position taken by Mr. Rice in connection with mining, undoubtedly will be noted with approbation by employers in all classes of business. The justice of it is incontrovertible. To employers in the printing trade, so far as the statement's applicability is concerned, it may not appeal with the force that should direct it to the attention of men who are engaged in more hazardous callings. Nevertheless, it should point a lesson as to the necessity for a more comprehensive and businesslike cost system. It should fix upon the minds of the master printer

the fact that, in the past, to his great financial loss and to the detriment of his employees, he has failed utterly to grasp the full meaning that attaches to business responsibility. And, if Mr. Rice's words shall be heeded by employers in the printing trade to the extent that cost of production includes not only the work and expense it entails upon every department of an establishment, as well as interest on investment and depreciation of plant, but even the risk of life itself, a broader conception of the need of a cost system will be established.

THE printer continues to be molested, even in out-of-the-way places. A Honolulu firm writes us it is being prosecuted in the courts for selling merchandise without a license. The house does not sell stationery, but does job-printing exclusively. It appealed to THE INLAND PRINTER for decisions and rulings that might aid it in preparing a defense. Regretfully, we were constrained to say we had no life-line to extend to the oppressed. If a job-printer who confines himself to turning out such work as is ordered be not a manufacturer, what is he? We do not anticipate our Hawaiian friends will have much difficulty in establishing their case, but the ways of courts passeth all understanding, and they may be as odd in Honolulu as they are elsewhere.

Printers' Homes.

The status of a people is largely determined by the manner in which they live, and this is most frequently expressed in the quality of their houses. THE INLAND PRINTER has noticed with pleasure the constant tendency on the part of those to whom it caters to raise their standard of living, for it believes that is the hallmark of advancing civilization. In this and other issues we have printed illustrations of the homes of journeymen who follow the graphic arts. To a flat-dweller who has not lost all his native love for the odor of bleeding earth as it lies in the fresh-cut fallow or green fields and wild flowers, these homes were a delight and revelation. To him it seemed his suburbanite fellows were enjoying a perpetual holiday. In these short-hour days it may be some big-city printers fare quite as well. If so, the writer knows them not; but, that, too, is the way of a metropolis — you know not how nor where the man who works on your right lives. That is at variance with the best that is in man — the gregarious instinct. Anything that tends to bring men closer together, to inspire them with better ideals and fire them with the ambition to achieve those ideals is worthy. So we let the world know what manner of homes some journeymen printers have struggled for and secured. We are sure every one will rejoice that such habitations are within reach of workers of the craft, and that without undue sacrifice of food and clothes for the grown-ups or education for the children. A home bought by jeopardizing the manhood or womanhood of children is in great danger of becoming the charnel house of all the graces and many of the virtues. So far as we know, the homes shown on these pages have not cost that terrible price. The self-denials and sacrifices have been of the character-building kind. With the owners of these homes, thriftiness has not degenerated into a vice or a habit that enervates.

Responsibility for Errors.

Mistakes are costly things, particularly in printing-offices. A study of the various ways they occur is the first step in taking measures to prevent them. Readers of THE INLAND PRINTER are invited to give carefully itemized circumstantial accounts of errors that have come under their notice. They will be helpful to every interest in the trade. Our opinion has been asked by a printer in the East regarding responsibility for an error. Our correspondent submits:

1. Paperman's invoice.
2. Original ticket.
3. Copy of stock order.

The paperman's invoice is for:

Eleven reams, 29 by 44, 90-pound litho, coated one side.

The original job-ticket calls for:

Twenty thousand circulars, 14½ by 20, printed on one side, on 90-pound litho, coated on one side; 10 reams, 29 by 44, 90-pound litho, coated on one side.

Copy of the stock order reads:

Ten reams, 29 by 44, 90-pound litho, coated one side.

Here is what our correspondent says:

"Ticket 5665 was entered and handed to shop with copy of stock order. Paperman's invoice was received by this office, items marked for identification and passed on to shop. Foreman's custom is to receive goods and O. K. invoice, return invoice to office and file stock order in his own file when goods are received. Foreman cut the whole eleven reams — pressman reported excess at twenty-one thousand press count — foreman placed the uncut stock remaining on shelf, not reporting same. Ticket came back to office on completion of job, and mistake was discovered. Our foreman disclaims responsibility for cutting the extra ream on the ground that the

O. K. notation on invoice by office was equivalent to cutting order for whole of stock — says he cut it without counting reams or reference to ticket. Question: 'Who is to blame?' This is one of the unpleasant little things that happen in the business, and is referred to you without prejudice for a frank letter to us as one of the readers of THE INLAND PRINTER. Will you kindly advise us the best 'trade customs' as to these matters, also as to the legal status of deducting spoilage from wages."

THE INLAND PRINTER answered:

"Our opinion is that the first duty of the man who takes the order is to consider carefully every factor in the instructions susceptible of more than one interpretation. More than half the errors in work arise from the neglect of proper precaution in the first instance. The man who secures the order knows all the circumstances, or should make himself acquainted with them. He is in a position to know, and should put down the facts with such accuracy that no misunderstanding should ensue.

"The men in the operating departments usually have a number of things distracting their attention, and if there are several ways to interpret an order, they are as likely to take one road as another. The notation on the side of the invoice was certainly misleading, for no one would instantly compute that if eleven reams were cut up it would give twenty-one thousand instead of twenty thousand. There is no indication anywhere that more stock was being furnished than the ticket called for. But the foreman in this instance was in the position of a receiving clerk and should have compared the amount of goods received with the order, and noted the oversupply of one ream. He was the only one in a position to know the facts. The responsibility is between him and the paper house. The original error being with the paper house, it should bear the loss, but for the fact that the foreman did not report the error on discovery.

"Common law holds that where loss is caused through malice, the loser may recover. Where the one causing the loss is a participant in the profits of the business, he is liable. But where one working for wages is the cause of loss — without malice — there is no recovery. There are no 'trade customs' governing these matters, for they will vary just as the minds of men vary. Only in a case of obvious carelessness is it customary to charge employees for spoilage. Where it is a matter of judgment, and the employee uses his judgment but proves in error, there can be no justice in charging him with the loss."

It is profitable to urge every employee to study the chances of misunderstanding in every order.

Written for THE INLAND PRINTER.

HANDSET REMINISCENCES.

NO. III.— BY JERRY B. GRAHAM.

LOOKING backward fifty years, the up-to-date printer and machine man can hardly conceive of the amount of labor, the skill and clocklike regularity that were essential to produce the high-class, eight-page metropolitan dailies of those times. For, while improvements have been made that it would now seem impossible to get along without — such as the Linotype, the perfecting press, the stereotyped page and lightning methods of illustration — there were dailies of the fifties that in my judgment were artistically and mechanically superior to some of the top-heavy, yellow sheets of the present, rating as first class. A twelve-page edition then was more difficult to produce than forty-eight pages are now.

Take the New York *Herald,* for example. It began publication in 1836 with four pages, four twelve-inch columns to the page. Twenty years later it was printing eight seven-column pages, and a little later special editions of twelve pages, made possible by the Hoe six-cylinder press — a marvel of "speed" and noise. Before the Civil War ended the *Herald* had two ten-cylinder presses in commission, with which it distanced all competitors by printing editions of as high as thirty-two and even forty pages. In the fifties the news was set in nonpareil, ads. in agate and editorials and Sunday stories in minion. All ads. began with a two-line initial and first line in caps. The only display permitted was caps. and broken lines. Such a thing as a two-column ad. was an unheard-of abomination, and would have been an outrage on all accepted rules of typography. When the double-column ad. was first "evolved" it read across two columns, but the full column-rule had to go in just the same. Not a lead or slug was allowed in advertising. If a patron wanted "a spread" he could pay for as many three-em-dash lines, or "miseries," between lines as he liked; or he could repeat lines any number of times.

Repeating was the favorite display used by Doctor Helmbold, of buchu fame — the greatest advertiser of his time, except P. T. Barnum. Once he proposed to fill the first page of the Sunday *Herald* with "Helmbold's Buchu —— is an —— Unfailing Remedy —— for —— Kidney Troubles" — each broken line to be in caps. thirty times, with three-em-dash lines between, to make a column — the next column the same, and so on, making a page of solid agate type. What resulted

illustrates the severe rules the *Herald* management was obliged to enforce. At 2 o'clock Saturday the Doctor applied for the space and cost. He was informed that the price for one issue would be $1,250, but that he would have to wait until 4 o'clock before the advertising could be accepted. "What!" he shouted, pompously, "do you mean to intimate that Doctor Helmbold's advertising may be declined? I propose to occupy the first page to-morrow if I have to pay $2,000 for it." Being informed by the manager that the mere matter of pay cut no figure — that the advertising space was already well filled with regular and small ads. (a twelve-page edition being the absolute limit at that time) — the Doctor smoothed his feathers. His ad. did not appear.

There were forty-eight piece cases on the *Herald* in 1858, besides ship-news, market and head departments. The price for composition was 33 cents — fair, considering that in many interior cities like Cleveland, Buffalo, Rochester and Albany but 20 to 25 cents was paid. The up-country price for tolerable board and room was $2.50, while in New York it was around $3.50 per week. A fair suit of "hand-me-downs" could be had for $9 to $12. My judgment is that 33 cents then was better than 55 now; for board, lodging and quite glad togs complete, with an assortment of 3-cent slugs of booze on the side, could be paid for with a ringer. The average string was about nine thousand — nearly $21 for a full week.

But say, what do you fellows who drop your sticks in the middle of a line when the eight-hour jig is up know about work? Let me tell you about the real thing. A slave representing cases on the old *Herald* had to show up at 11 in the morning. That was an unwritten law, that needed no frowning monarch to enforce. There were preliminary bouts before distribution requiring attention. You applied to the stoneman, who handed you a galley of nonpareil and another of agate or agate and minion mixed. No need to handle them carefully, for you could throw a whole column across the office and hardly jar loose a "feather." The type had been locked in turtles and soaked to the last nick with ink as thin as was possible to use — for the presses had to fly to cover the big editions. Resting a galley on his case, the printer first loosened up the type a little with a wooden "masher" (built something like a potato masher), by lifting slightly several lines at a time, between his thumb and finger, and manipulating them with the masher — a tedious process. The galley, which was of lead and locked with lead side-stick and quoins, was then taken to a tank, fifty feet long, which contained lye to a depth of about four inches and was a general depository for all hands — each slugging his galleys, noting their relative position and allowing them to soak for one day. Galleys deposited the previous day were then taken out, and, after a thorough rinsing, were ready for distribution.

At 1 o'clock typesetting was begun, that is, by one-third of the gang, which was divided into three phalanxes — the second beginning at 2, the third at 3, and each working two hours. At 3 the first division would resume distribution, which the third could complete before composition. Thus, by 5 o'clock, six hours had been put in on each case. From 5 to 7 was given to rest and refreshment, during which many were prone to catch an hour's nap. Then began the sure-enough day's work, a steady pull of at least seven and often nine hours, barring half an hour for lunch, at low 12, when "Old Wheezy Jane," carrying a corpulent basket and a tank of hot coffee, would come staggering up and nearly fall dead on the fifth landing — for the elevator had not then been thought of, or even dreamed of.

There was little richness in the way of fat takes and premiums. Ringers were the exception, and the stayer who could put in two weeks in succession was tough. There were several iron men who could stand it to stay three and even four straight weeks. But when they "fell," it was for a month's booze at least. No one familiar with the routine of a morning daily marveled at the proverbial dissipation of the old-time printer. He came from under the hot gas-light in the morning, exhausted and pale as a church bedbug. No wonder his coppers got hot pretty often. He needed rest, but was prone to substitute stimulants and forget the downy couch. In the *Herald* the "ghost walked" Saturdays, exactly at high 12. By low 12, probably, not less than eighty per cent of those not working were well boozed up, while the workers, largely subs., "lifted in a few" on the way home. The hundreds of subs. who sojourned around "Printing House Square," where were most of the daily offices, were jokingly divided into three grades, called the first, second and third boards. Members of the first were reliable, the seconds were all right if sober, while no recognized third-boarder would sully his reputation by showing up so long as he knew where he could get another beer, and the regular who put him on was held responsible if his cases went dark.

Speaking of dark cases reminds me of some funny incidents. Vacating cases without permission meant discharge without notice. One night an "old standby," who had taken some too many, tried to beg off, saying he wouldn't be as good as a wooden man. Being told that every case had to be represented that night, if only by a stick of

wood, he stood a piece of cordwood against his rack, turned on the gas and lit out. When the foreman came around and saw the "wooden sub.," he grinned a grin that meant the ruse had won. Another of the old boys who made the ancient excuse, said he might as well be dead for all the good he could do, but was handed the ultimatum that some one, alive or dead, must be on his cases. He went to the street, and, hailing a green Irishman, asked him if he wanted to make a dollar. "Sure," was the reply. Mike was piloted to No. 17, shown how to hold the stick, told to imitate the motions of his neighbors whenever the boss came around, and a piece of dead manuscript was laid on the case. After awhile his peculiar movements attracted the notice of the foreman, who asked him what was the matter. "Well, sor," replied Mike, "it's a hin must-a done that writin' wid her two feet." The trick was so nervy that nothing came of it, but, a little later, another philosopher who tried it hit the pave.

The *Herald* for many years occupied a five-story building and basement at the corner of Nassau and Fulton streets. In 1867 it removed to a handsome structure, built expressly for its use, at the corner of Ann and Broadway, in the same block, the site having been made vacant by the burning of Barnum's museum. This fire destroyed what was no doubt the largest and most valuable exhibition of curios ever seen in this country, up to that time, P. T. Barnum having spent large sums and much of his life in collecting them. They crowded five stories of a great building, and burned like tinder. I am going to relate some incidents connected with this fire, but, in passing, should mention that quite a many years ago the *Herald* moved up town to its present location, at about Thirty-third and Broadway.

When time permitted, the *Herald* printers were wont to repair to the roof of the old office for a bit of fresh air. One morning about 11 o'clock several of us who had gone to the roof noticed dense smoke issuing from a small restaurant occupying the inside (Ann street) corner of the museum building, where we often went for lunches. This restaurant was specially noted for having folding doors opening into the museum, for the convenience of the "fat lady," who hit the beam at 550 pounds, more or less; also, for a prodigious bench, built of two-inch oak plank, expressly for the lady's use. When she dined quite a crowd was attracted; but the smoke that morning proved a better drawing-card, for, in a minute, an excited mob blocked Ann street. We made a rush for the pavement, but by the time we arrived it seemed like the whole building was in flames, so dry and inflammable were its contents. I elbowed my way through Fulton street to Broadway, where the heat was so fierce that the crowd, packed like sardines in a box, had to back down to the next corner. Here a cry suddenly arose that the lions, tigers and big snakes had escaped from their cages and were loose on Broadway. Talk about a buffalo stampede — you ought to have seen that mob getting away with my hat, coattails and temper. Directly ahead of me was a handsome, richly dressed young woman, held a prisoner by the crush. A big brute of a fellow had jammed one of his feet through her dress and tilting hoops (they were *à la mode*), and she was borne to her knees. In a minute she would have been trampled to death, but I had the presence of mind to grab her around the waist, and, tearing her loose by main strength, I carried her along until the rush subsided. Without even a hat with which to shade my eyes, I then had to take notice that about all she had on was a neck ribbon and shoes. I wrapped my coat around her, though it wasn't much good with the tails gone. A "cop" helped me to put her in a cab, and took her home. I was painfully modest in those days, or this might have proved the beginning of a life romance. I never saw nor heard of the girl again.

James Gordon Bennett, Sr., in his declining years was generous, but irascible and sharp after what was legitimately his due. In these qualities he had none the best of Phineas T. Barnum, who prided himself on being "the czar of all the showmen," which he truly was, and as such courted acknowledgment. Because of adverse criticism or some business disagreement, a war to the knife broke out between the two, and for a long time the latter not only did not patronize the *Herald*, but over announcements in other papers printed the legend, "Barnum's does not advertise in the New York *Herald*." This fight was on when the museum burned. While the ruins were still smoking Mr. Bennett fell in love with the site and determined, if possible, to secure it. Negotiating with his arch enemy being out of the question, he employed a discreet agent, who effected the purchase. The price paid was said to be $1,100,000, about $1,000 per front inch on Broadway. Mr. Barnum was really delighted to get rid of the ground, as it was no longer good for his business, the residence portion of the city having started on its travels up town; but when he learned that the canny old Scotchman of the *Herald* was its real purchaser, his wrath knew no bounds. He tore his hair, it was said. The longer he brooded over it the madder he got, and his critics were mean enough to say the incident clung to his memory and soured the rest of his life.

(To be continued.)

Written for THE INLAND PRINTER.

LANGUAGE WHIMS AND FALLACIES.

NO. IV.— BY F. HORACE TEALL.

WHIMSICAL and fallacious notions are common among all kinds of people, and no person is absolutely without them, although there is a wide range of difference in persons. This is universally true, and no less in the case of language than with reference to any other subject. No one needs to recognize this fact more than the proofreader needs to do so. Very much proofreading work calls simply for faithful reproduction of what is in the copy; in fact, by far the most of it makes that one demand, and almost excludes the exercise of any discretion. Such work, of course, involves no thought as to whether words are used correctly or not, so far as the mere doing of the work is concerned. But occasion often comes for the proofreader to show that he is a person of education and understanding, by making or suggesting correction, even in work where his imitative faculty is most important. For such usefulness he requires the power of distinguishing between mere peculiarity and actual error, and even more he needs ability and readiness to accept decisions that he knows to be erroneous. He needs to know and accept the fact that many things that seem whimsical or erroneous to him do not seem so to some other people. Some proofreaders do not know this sufficiently, and make trouble through their pertinacity or obstinacy.

We can find no more impressive evidence of the disagreement to which we are calling attention — with a good purpose, and not to try to persuade any one to change his personal belief or practice unwillingly — than that of the status of the word none. This word etymologically is simply "no one" contracted into one-word form, and that logically makes it singular. Many persons are firmly persuaded that correctness demands the use of a singular verb with this pronoun, and that making it plural is wrong. If we were mere slaves of formal and logical grammar, this would be unquestionably right. But grammar is made for men, not men for grammar, and it is, as Greenough and Kittredge say, and as many others say, imperfectly made. On the other hand, some writers, including those presumably best qualified, themselves use the word with a plural verb much more frequently than with a singular, and insist that this is the prevailing usage, and even, or consequently, that this is the better grammar of the word. A correspondent recently wrote to us that compositors should correct obvious errors in copy, and instanced the plural number with none as one of the plain cases for correction. The present writer is one of many who would object strenuously to such "correction" by anybody, even an editor. When a change from copy is such that anybody might disapprove it, it is evidently not one that should be made by either compositor or proofreader.

What is hoped for most in these writings is to find the difference, in a number of instances, between real error and mere caprice, or whim, considering the latter as something that is altogether likely to be held strongly by authors, and the former as amenable to quick and convincing proof of its bad quality. No absolute delimitation is possible, as some peculiarities of writers partake of both qualities. By real error we mean principally accidental error of form, as when the writer omits or repeats a word, the repetition being of a kind that could not be anything but accidental, and the omission being such that only one way to supply what is lacking is possible; or when a date is clearly known to mean one time and accidentally says another time, as by transposition, as if written 1870 when context shows plainly that it means 1780; or in any similar case of an obvious slip in the writing.

The very effort to be true to grammatical or other language principles has led to much trouble and worry by those who carry the effort beyond the limits of wisdom as indicated by conventionality. From the time when people began to be at all critical of language uses objection has been urged against certain words for various reasons, notwithstanding plain indications that the objection would be futile. One of the commonest reasons is violation of etymological principle, and in almost every case a fact of more telling import than mere etymological principle has been ignored by the objectors, the result, of course, being almost always the persistence of the word in use notwithstanding all the finical criticism.

A book on "Word-coinage," by Leon Mead, published by Thomas Y. Crowell & Co., New York, happens to be most convenient to the writer as a source of examples of words that have been fought for etymological reasons, and it cites some words which are now so common that many persons will wonder how objection to them could ever have been possible. In quoting from this book we may find it profitable to go a little further afield.

"It has been stated," says Mr. Mead, "that there are three thousand English words not to be found in any dictionary. My own investigations would lead to the inference that there are at least thrice that many." Since that was written (it

was published in 1902) the number of words (good words) not in any dictionary has been greatly diminished by inclusion of many of the missing words in the Webster's New International Dictionary; yet even now Mr. Mead could multiply his estimate and not be untruthful. Two suffixes usable with the right kind of words illimitably are ness and less, the first being legitimately usable after any adjective, as in goodness, and the other after any noun, as in hatless and shirtless. Both these words are in the new dictionary, but shirtlessness is given, and hatlessness is not, though one is absolutely as good as the other. The reasoning applied in selecting was probably that words found in print should be recorded, but not any that the makers did not find in print. Such reasons can not make hatlessness any less proper than coatlessness. A notable whimsicality, if it is nothing worse, is found in the fact that this new dictionary omits some such words that are in the Standard Dictionary, although it gives many that are no better. A striking example is bumbailiffship, which is in Webster's and not in the Standard. Bumpkinship is in the Standard and not in Webster's, which constitutes a clear proof that the Webster editors did not give every word found in print, for the word could not be in the dictionary without being printed there. Moreover, bumpkinship is not a word that any one could ever dream of for a dictionary unless he found it somewhere in literature, and its presence in a vocabulary is almost as positive proof that somebody had used it as the actual reading of it in literature. The telling point here is that no dictionary can ever be made to contain every word that is good enough to be included.

Some of the words noted as having been condemned and branded, as illegitimate, indefensible, and obnoxious in every possible way, are forestall, fain, scathe, askance, embellish, dapper, transcend, bland, sphere, blithe, franchise, carve, anthem, plumage, tapestry, tissue, ledge, resource, villainy, thrill, dovetail, oblique, radiant, adoption, caress, horizontal, concede, articulate, destination, ocular, compensate, and complicated. How many of these could be spared now? Every one of them was criticized, at one time or another, by just such people as the one who wrote a few years ago that tireless, meaning unwearying, was not in the dictionary because it was not a word fit for any one to use. Such people will not acknowledge that almost universal use constitutes good usage, but they will eventually learn this fact, or else they must be continually in hot water. Every word that is so persistent in use, when there is no better word that expresses exactly the same meaning, is a good word.

Written for THE INLAND PRINTER.

CONCERNING AGENCY COMPOSITION.

BY LOUIS F. FUCHS.

IN discussing composition placed by advertising agencies, the feature value of the emphasized line is the first subject. Indeed, it might be said, the only subject, since the ad. man depends wholly on it to compel the reading of his talk. The agency man has developed to an almost extreme degree the modern tendency of culling the leading features of his discourse, to the extent of a ruthless sacrifice of the rest of it. His cult has pioneered the path that has led to our present admirable standard of display composition. Of course, he has been aided by the tasty men at the case, whose fine discrimination has helped him evolve this result. But amid the flotsam and jetsam of sarcasm hurled at him from all sides because of his tendency to present his copy with "plans and specifications"—too often, it is true, quite incompatible with practicability—the fact nevertheless stands out prominently that his has been the lever to the present uplift in that class of composition.

Taking ordinarily prepared matter, the compositor is set on the keen edge of his taste (not skill) to produce the correct thing, and when he produces it under these circumstances it proves him an artist in the fullest sense of the term, since his was the task of making artistry from crude material. Give him agency copy, with, if you please, "plans and specifications" thrown in, he has yet to exercise his taste to produce the correct result, since the mere designation of character and size of type for display, body and border, if any, which usually is the limit of these much-abused addenda, does not relieve him from exercising his discrimination in the presentment of the whole. His is the task to produce letter, line and marginal balance, and when he fails to step in and do this, he either has much to learn or has a devil of slovenliness to exorcize. The ad. man himself will be the first to recognize and admit a correct result.

It is a familiar fact among those who know best the foibles of agency work that few of its designers claim cognizance with the underlying principles that go to make a piece of typework perfect; that, after all, it lies with the printer to give "life" to their plans; that, when it comes to basic rules, their art is sadly out of joint with what can not be or what must be. It is then not too much to say that nearly all good ad. work is the result of the printer's good taste, and, on the other hand,

that, when the result is not of a high order, the printer's taste is largely at fault.

Leaving aside for a moment that phase of agency composition which decrees that a hole or holes in a border-plate shall be plugged up with type, let us take a passing glance at the mode of operation made necessary by the other kinds of work from these sources. Primarily, it must be kept in mind that plates will be made from nearly every ad. that is set up. This means, of course, that the type you use must be in good condition, as well as that your rules and borders are so clean as to join. The ad. man detests the necessity of soldering joints — correctly so. He scans his ads., too, when they appear in his selected mediums, for imperfections, and, laughable as it may seem, he looks for nearly as good results in newspapers as in magazines — with this difference — that he plans his displays more boldly for newspapers. He depends on the strength of his display lines to fight his wares to the attention of the reader, and realizes that, amid the motley array of designs, both of type and pictorial art which hodge-podge the average newspaper ad. pages, there are but two ways for him to stand out boldly above the rest — either by contrast or by the location of his matter. He seldom takes into account that the third way, that of surrounding his matter with marginal white, will accomplish the same result. He applies this method continually to his magazine ads., but when he aims at newspaper readers he seems to figure from column-rule to column-rule and from division to division. Sometimes he tries to combine two ideas, as, for instance, when he has set an indented two-column ad. 100 lines deep; he almost invariably insists on the full 100 lines for type-face, despite the indention on the sides. This, of course, plays havoc with his balance of white, unless good judgment on the part of the compositor comes to his aid in the correct handling of his displays and groupings. An ad. set like that is irremediably killed if the initial line is a full-measure display, whereas a shorter line, leaving some white at one or both ends, aids the balance, even if the displayed top line is put flush against division rule by the make-up. Again, too much indention of body or group matter frustrates the balance; a modest indention of, say, two ems will be much better where the displayed head is full or strong. Intermediate displays can reach column-rules not only with safety, but for the betterment of the whole. Sure enough, there are times when the ad. man has his mind made up as to just what he wants, even if good taste and correct form do not jibe with his wants, but usually the printer's taste in these matters will prevail and bring fair results, with even unpromising material. When a border is used around the whole ad. the operation is, of course, simplified, but note should be made that light borders are rarely the correct kind of newspaper ads., inasmuch as they merge too much with column and divisional rules.

Take this hint! The ad. man wants simplicity. Rarely will he pass a florid effort. He especially dislikes fancy borders. They interfere with his direct-talk effort, for he depends much more on his words to induce sales than on the art preservative. This may seem a stunning blow to the pride of the "artist" at the case, but it is a lesson he will have to learn, if he comes into intimate contact with agency work. And I heartily endorse this preference. It is not within his province to present the beauties of typography — rather the message he has to convey. And the simpler he can make this the farther it goes, in his estimation. He aims to stop your eye by display, and then talk himself into your pocketbook. But, despite this simplicity, agency work is many sided. The ad. man uses every avenue of publication known to exploit his customers' wares, from high-class magazine to those blots on the fair escutcheon of printing — the mail-order journals. And, whether he writes for magazine, trade journal, newspaper or mail-order publication, he has a fixed method in harmony with each, differing for each, yet throughout the whole range will run the thread of a style peculiarly his own. Every agency has a style of its own — the initiated can tell at a glance which agency produced any certain ad. This style is *the thing;* grasp it and you have mastered all but the detail. The style will run through even the plug-up ads.— those artistic creations of the ad.-artist's brush, which consist of drawn-border effects, inside of which are holes to be filled with type. Rather a loose way of putting it, but that's about the way it must be put to be understood. It consists chiefly in an expert ability to figure out how much written or typewritten copy will make in any given size of type, when disposed in elliptical, spherical, oval or irregular spaces mortised out, and being sure that you will have neither too little nor too much matter, for, in either case, your patience will be put to the test of repeating the performance, sometimes resetting in larger or smaller size to boot. Only experience can teach you the idiosyncracies of an irregular mortise — and they are always irregular enough to keep you guessing. I have long ago hit upon a fairly reliable plan of determining the holding capacity of any irregular mortise by squaring it, not mathematically, but by a species of diagrams, by which I arrive at its greatest square area in its largest open space, adding thereto the approximate residue, and then deducting about ten per cent from

the whole to allow for quad bracing at ends of lines. These quads are very important for the true alignment of the body-matter, if it must be set solid, and should be an em quad for all sizes up to twelve-point. When the matter is leaded, and the leads are projected over the type-lines to just reach the border-plate, almost any space will do, but with solid matter no foothold is had unless the broad surface of at least an em is furnished for the following type-line to rest upon.

But the ad. man has seen the value both in beauty and lessened cost of adopting the group idea even for the most irregularly mortised apertures, and is coming more and more to want his bodies set in square effects, no matter what the shape of the border may be. The enhancement of his display values is so marked under this plan that, even when he must of necessity use a smaller body-type because of the entailed area at his disposal for grouping, he is more than ready to sacrifice size for the better display it gives. In this, too, he is quite in line with his strong inclination to get strong display, or clear display, at whatever cost of the balance.

In many years of experience at this class of composition, I have learned the value of direct effects better than I could possibly have done at the case with full license to "spread myself" given with every other piece of copy. This instruction is also frequently given by the agency man, but it must never be construed to mean the presentation of a florid output. Nobody in any manner even remotely connected with the output of the print-shop has a keener perception of what may be termed "classiness" as applied to its work than has the advertising-agency man, and that term stands in his mind a synonym for "classic." He may not be able to tell you just what he wants, but he has no trouble whatever in pointing out what he doesn't want. His application of the term "classy," too, is broad enough to give you scope to produce that kind of work, especially if you have a correct sense of harmony in type-displays and their relation to body and white spaces. I could name you some very successful advertising men, who have never mastered the nomenclature of bodies — who are never sure whether the body is Caslon, Cheltenham or what not, and who call all display but gothic "Blanchard" — but these same men can not and will not pass a combination of types whose characteristics have no element of sameness, in other words, that do not harmonize. This is one evidence of their keen appreciation of the classic in type-effects. Going a little deeper into the question, you could hardly pass muster with a combination of thin body and broad display, nor yet with wide body and narrow margin. Such combinations are self-contradictory. For the rest, advertising agencies are good people to work for. As said, they have a keen appreciation of what is good; they are much more amenable to reason, where the question is one of practicability, than is the average customer, who may think he knows something about type, but whose taste is atrocious and whose ego abnormal. Quite in contradistinction is the ad.-agency man, with taste keenly edged, and contact frequent enough to make him familiar with the limitation of the print-shop, and a broader toleration.

THE THEATRICS OF ADVERTISING.

Perhaps it is in the least conspicuous phases of business activity that advertising and the advertising solicitor have done most good. An advertising solicitor will study a merchant's trade, stock, annual turn-over and profit, his location, clientèle, and busy days. If the business will stand an advertising campaign of $1,000 a year, the solicitor will draw up plans involving the expenditure of this amount. He will select "leaders" from the merchant's stock, write specimen advertisements, and have them set in type. Finally, the merchant may consent to a trial, and on the skill with which the solicitor has planned for him will depend results. In most cases he is transferred into a regular advertiser.

A well-known advertising man tells an interesting story of how a Pittsburg newspaper solicitor found and developed a modest pie-baker. Nobody had ever advertised pies in Pittsburg. The baker thought they couldn't be advertised — what could you say about a pie? He believed in advertising, though, and consented to try some small announcements. The solicitor wrote them, and they talked of purity and cleanliness in a way that gave almost news interest — the best flour, shortening and sugar and fruit, the freshest country eggs, clean workmen and workrooms. Soon the pieman's trade began to grow and he became a regular advertiser.

The solicitor's work does not end with the signing of the contract. In the trade-paper field the advertiser becomes his client. He either writes his advertisements or supervises the writing of them. He organizes selling campaigns, takes a personal interest in the advertiser's business and becomes a sort of *aide-de-camp* or business counsellor to him. I have even known an advertising solicitor to go out and actually drum up business for an advertiser whose business did not respond satisfactorily to the advertising announcements.

The advertising solicitor in the main is a good fellow. His object in life is definite, legitimate and altruistic. He wants to succeed, by making others succeed. He may be persistent, unquenchable, unduly enthusiastic and sometimes *too* pushing. But he means well.—*Alphonsus P. Haire, in Harper's Weekly.*

O TEMPORA! O MORES!

It has been stated that on the Continent of Europe, two hundred years ago, there was always a prayer-desk in a printing-office, so that when an unusually bad piece of copy was received, the printer could offer up a prayer for the author. Two hundred years have wrought a material change in the printer, we fear.— *The Caxton Magazine.*



THE GRIEVANCE COMMITTEE.

Drawn by John T. Nolf, ex-printer.

CORRESPONDENCE

While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore, correspondents will please give their names—not necessarily for publication, but as a guarantee of good faith. All letters of more than one thousand words will be subject to revision.

J. F. EARHART ON SPACING AND LEGIBILITY OF TYPE.

To the Editor: CINCINNATI, OHIO, February 21, 1910.

I have read with much interest the article by Mr. F. J. Trezise upon "The Question of Spacing," page 717 of the February INLAND PRINTER, and mainly agree with the author except upon a few important points. The thing of first importance in a piece of printed matter is legibility. Any spacing or arrangement of type-matter which increases the difficulty of reading surely and quickly should be avoided. For this reason I think that the spacing in Example A, in Fig. 4, is better than that in example B. In Fig. 6 the black-letter example A is spaced too close for perfect legibility, and in example B a little too wide. The spacing of words in the pages of THE INLAND PRINTER seem to me about right, and the matter can be read easily, quickly and without unnecessary strain upon the eyes. When thin-spaced matter causes the slightest hesitation in reading, then it should be opened up so that this disturbing influence will disappear. The writer believes that all type-matter should have a space between the words at least equal to the width of the average letter in the type used; but, of course, in a line like that in Fig. 7, the capitals have to keep the words distinctly separate, and so, in this case, the lower line appears better than the upper one.

It often happens that in displaywork, the thing of primary importance is first to attract the attention of the reader. In such cases legibility, to some extent, is forced to take a secondary place in the arrangement of types. But, even in such a case, legibility should not be sacrificed for the mere purpose of attracting attention. If we get too far from a readable condition in the arrangement of matter, then the real purpose of the matter is nullified and becomes ineffective. J. F. EARHART.

SOME NAMES WE AMERICANS STAND FOR.

To the Editor: CHICAGO, ILL., February 2, 1910.

Noting the article on curious names of persons, on page 885, of your last December issue, prompts me to send you the following, which is an extract from an essay on "The Russian Language," read some weeks ago to a literary club of this city, which for this winter's program took up the study of the eastern countries of Europe. The essayist, who prefers to remain anonymous, has graciously permitted me to copy this part of his somewhat lengthy but very interesting discourse, which adds another chapter to the topic of name oddities. GEORGE SCHLETZBAUM.

"I note your amusement whenever any one of this club makes an attempt to pronounce Russian names. Now, I dare say, they are quite easy to pronounce, and we would have no trouble with them if we but knew how. There is a collection of place names on the back of the map I secured for your inspection this evening. You may practice in pronouncing them. But, however odd they may seem to you, let me, by way of contrast, and to warn the kettle not to reflect upon the pot, give you some place names in the United States upon which to test your ability to pronounce them. We will begin with some in Maine: Androscoggin, Sagadahoc, Aroostook, Skowhegan, Mattawamkeag, Madawaska, Pattagumpus, Moosetocmaguntic, Molechunkemunk, Chickwolnepy, Passumpsic, Pompanoosuc, Annisquam, Chaubunagungamang, Sengekontacket, Chappaquidick, Squibnocket, Apponegansicutt, Potowomut, Quonochontang, Pocotopaugeoto, Quinnipiack, Mamaroneck (remember, we are not now in Russia, but in New England, among names that the Yankees stand for). We will now get down into New York State, where we find Oswegatchie, Ticonderoga, Sacondaga, Schaghticoke, Canajoharie, Skancateles, Schenectady, Canandaigua, Poughkeepsie, Cattaraugus. In other States we find Manumuskin, Manunka Chunk, Wissahickon, Wapsonock, Punkatawney, Monongahela, Susquehanna, Chincotreague, Pocomoke, Patuxent, Rappahannock, Appomattox, Scuppernong, Coosawatchie, Chicamauga, Tallapoosa, Okefenokee, Ochlochnee, Chattahoochie, Estiffanudga, Apalachicola, Weekiwachee, Weahyakapka, Okeechobee, Okaloacoochie, Oakfuskee, Sucarnoochee, Hatchechubbee, Pushmataha, Patsaliga, Choctawhatchee, Tishomingo, Mashulaville, Natchitoches, Yokahockany, Estabuchie, Pascagoula (of course, you all recognize that I am in the United States), Pontchartrain, Tangipahoa, Pataskala, Tuscarawas, Ypsilanti, Milwaukee, Kandiyohi, Pulaski, Pocatella, Uncompahgre, Boo-koo-dolklish, Winnemucca, Nooksach, Quillayute, Umtanum, Wahkiakum. And then take a few in our own State of Illinois: Waukegan, Winnebago, Kankakee, Pontoosuc, Pulaski, Moweaqua, Teutopolis, Cahokia, Kaskaskia.

"What a sample lot of names this would be to 'put up to' a Russian and ask him to pronounce them. He surely would declare the honors were more than even. And then there are such names as Kaluga, Knopsia, Penza, Toppa, Astrakhan, Esthonia, Minsk, Podolia, Samara, Tula, Vilna, Momet, Pinega, Silova, Tana, Uchta, Wym, Aleshki, Ardatov, Autz, Batraki, Alexandrovka, Falashti, Golki, Karina, Kem, Kistrus, Kreslax, Lamki, Miropol, Mosalsk, Narva, Nikolski, Odessa, Salmi, Ruda, Novgorod —— Hold on — I have made a mistake and copied a handful — no, a mouthful — of names from a Russian map. But did I have any more difficulty in pronouncing them than I did the American names I gave you? They will serve to show that there are plenty of simple names in the Russian, and also that they do not all end in ski.

"Now, this all leads up to the subject of the consideration or feeling one should have for this or any other foreign language. Why should we condemn a language just because it sounds odd to our ears? May it not be true that a mother's lullaby will soothe a child to as soft a sleep in Russian as in English; or lovers express their mutual regard just as tenderly and as convincingly in that tongue as in ours; or the bearded warrior swear his strange oaths as forcibly in Catherine II.'s as in Shakespeare's parlance; or the actor express the various passions in all their nuances as perfectly in that speech as in ours; or the orator convince and sway his auditors as well on the Russian forum as on the American?

"A good, motherly lady of New England birth, a fellow traveler crossing the ocean on the same steamer with me from Naples to New York, after noticing how much fun a little crowd of Germans were having among themselves,

expressed herself to me that she could not understand how any one could have fun in any other language than English. She was a woman of intelligence, and bright enough for me to imagine that she was perhaps only joking. But I dare say that there are many of us who know only English who really have similar opinions regarding foreign tongues — that they have not the capacity of the English to express love and joy, kindness and merriment, or any of the other feelings of mankind. We can but pity them for not knowing better."

NEWSPAPER READING.

If you are an optimist, you can find plenty in each day's paper to sustain and rationalize your hopeful view of things. Complaint is often made that the newspapers hunt for the bad things the world does and take cognizance only of such good deeds as thrust themselves upon the journalistic gaze.

That criticism, if true at all, is applicable to a very few of the newspapers. Take the ordinary one that strives to make a faithful, impressionistic picture of the world day by day, and you will find three times as many items of hopeful as of depressing import. This fact would prove, if it were really true that the newspapers hunt chiefly for the bad things, either that as newsgatherers they are less efficient than they imagine, or that there is a remarkable scarcity of favored material.

There has grown up a cult, made up of men who have cultivated themselves into a state of constant misanthropy, who bemoan "the newspaper-reading habit." The utmost concession to be wrung from them is that the newspaper is a necessary nuisance. It is not improving, they complain; the reading is mostly a waste of time, and, what is worse, a practice that tends to bring about mental deterioration.

All of which is essentially not true. The active mind will find few books in the largest library that give a stronger stimulus to thinking men than the ordinary newspaper. The ordinary newspaper is not the exposition of theories, but the display of the stuff of which theories are made. It is not finished thought, but the raw material to be shaped and fabricated by thought. It is the record of men's doings, a record which in one day not only compasses the whole realm of motion, but presents motives in combinations of almost human variety. There is more of human comedy in one issue than Balzac's lusty mind could have conceived in ten times the span of his life.

For the mind of fertile imagination there is no browsing ground more inviting than the newspaper. It will find material for its fancy, whatever the mood. The newspaper has a hundred texts for sermons, as many suggestions for philosophical meditation, excitement for its humor and inspiration for its curiosity in all that pertains to art and science.

Read newspapers too much? The fact is that few of us read them enough — leastwise not studiously enough. If we read newspapers with the same mental energy that we ordinarily give to a book, we should own more opinions and borrow fewer from our neighbors. The man who would develop the power of vigorous, independent thinking must esteem the newspaper of prime service.— *Columbia (S. C.) State.*

HENCE THE NAME.

Miss Hazel Dick entertained a number of her friends at a slumber party Friday last. Miss Leona Pettitt entertained with some of her original poetry.— *Englewood Times.*

Written for THE INLAND PRINTER.

FROM THE WESTERN SLOPE.

BY OUR OWN CORRESPONDENT.

FEBRUARY proved a fairly good month, as compared with January, for those who follow the various branches of the printing industry. Several large catalogues have been let to the successful bidders in San Francisco. The election tension will soon spread over California, for candidates for the approaching primary election are beginning to announce themselves and prepare their papers for signatures. After this preliminary election is over, the successful nominees will pit their strength against each other for the main issue in November. This all means a plentiful supply of printers' ink, and, naturally, some benefit will be reaped by both supply men and those who perform the mechanical work. Prospects are good for the future. The paper trade is optimistic.

NOTES FROM HERE AND THERE.

THE Contra Costa (Cal.) *Standard* has entered upon its thirty-sixth year.

H. B. SMITH, a New York publisher of Bibles, is visiting the Pacific coast.

A 10 BY 15 CHALLENGE press has been purchased by the Union Lithograph Company, of San Francisco.

R. H. HALLE has moved his Linotype plant from 68 Fremont street to 261 Bush street, in San Francisco.

CHARLES H. PAGANINI has joined Edward Barry in the latter's bookbinding business at 509 Sansome street.

JOHN R. MCNICOLL, of San Francisco, has added a cylinder press to a job-plant that is one of the best in the city.

B. WEAVER has sold his interest in the Alex. Dulfer Printing Company, of San Francisco, to Alexander Dulfer.

THE Tacoma (Wash.) *Ledger* and the Oregonian Publishing Company have added No. 4 Linotypes to their batteries.

J. W. SHANKLIN, editor of the Placerville (Cal.) *Nugget*, was recently married to Mrs. Birdie M. Frey, of Ukiah.

WILLIAM J. WARDEN is publishing and Frye & Smith printing a new weekly in San Diego, California, called *Progress.*

ALBERTUS A. ATKINS, an old advertising agent of San Francisco and Oakland, died during the last week of February.

LECOUNT, CLARK & ORMOND, stationers, announce their removal into large quarters at 42-44 California street, San Francisco.

A NEW four-roller Huber-Hodgman press, said to be the first to enter San Francisco, has been purchased by Dickinson & Scott.

A NEW YORK report states that Tom Sharkey, of pugilistic fame, has bought a half-interest in the Vallejo (Cal.) *Evening News.*

THE sum of $50,000 is asked by the Sacramento Rochdale Company from the Sacramento *Union* for an alleged libelous article.

E. F. HOWE, of the Imperial (Cal.) *Standard*, has acquired a No. 5 Linotype machine. He is preparing a history of the Imperial valley.

FLORENCE J. O'BRIEN, formerly of the Sacramento (Cal.) *Union*, and now one of the proprietors of the Chico

(Cal.) *Enterprise*, is the candidate of the Lincoln-Roosevelt Republican League for Secretary of State at the coming primary election.

HAROLD JEDD MCCLATCHY, son of Mr. and Mrs. V. S. McClatchy, of the Sacramento (Cal.) *Bee*, was married on March 1 to Miss Ethel E. Reid.

PATRICK HIET has left for the City of Mexico, to take a lucrative newspaper position. He was foreman of a South Berkeley, California, newspaper.

WILLIAM W. FERRIER, of Berkeley, California, editor of the Congregational church official paper, was married on February 10 to Miss Rosa M. Beul.

THE *Union Labor Review*, a monthly, was issued during February in San Francisco. James A. Feeney is editor and manager. The paper has eight pages.

THE O. K. Printing Company, of San Francisco, is prospering, and an additional Chandler & Price Gordon press was installed during the month of February.

JOSEPH FOLEY, a pressman on the San Francisco *Call*, sustained a broken wrist and other injuries as a result of coming in contact with an exposed light wire.

A NEW paper, called the *Exponent*, has appeared at Reedley, California. John Fairweather, of Fresno, is the proprietor, and he has installed a cylinder press.

L. P. MITCHELL is publishing a paper at Corcoran, California, under the firm name of Mitchell & Kinney. Mr. Mitchell is also postmaster of the growing town.

THE Everett Printing & Engraving Company, of Everett, Washington, has been incorporated for $7,000 by W. R. Conner, G. C. Alston, John Seivers and E. B. Conner.

THE *Spectator* is a magazine, issued by the Santa Fe Improvement Club, of Oakland, California. It deals with matters pertaining to the advancement of the district.

EDWIN FOSTER, formerly of the Pasadena (Cal.) *News*, and then connected with the auto business, has taken a responsible position with a Santa Barbara (Cal.) paper.

MURPHY & HANCOCK, of Edgerly, North Dakota, have purchased the Reed Printing Company's plant, in San Diego, California. T. M. Hancock will manage the business.

THE H. S. Crocker Company has secured the contract for printing San Francisco's telephone book. It is rumored that a large rotary press will be installed to facilitate the work.

FOR work performed to advance the interests of a fraternal order, Captain Ed Pickering, of the Pasadena (Cal.) *Star's* pressroom, has been presented with a handsome gold watch.

L. H. BOWEN, of Newman, California, has started the *West Side Daily News*. He has a complete job department, with the latest type-faces, and a cylinder press attends to the heavy work.

CHANDLER & PRICE presses have been purchased by Evans & Halleck, of Lindsay, California; F. L. Sanders, of Lincoln, California, and the Fox Press and Williams & Guichard, of Oakland.

JUNIOR typesetting machines were placed during February in the offices of the *Weekly Reflex*, Farmington, Utah; Beobachter Publishing Company, of Salt Lake city, and the *Republican*, of Mount Howe, Idaho.

BOLTE & BRADEN, of San Francisco, will print the *Blue and Gold* for the students of the University of California. The H. S. Crocker Company will print the *Quad*, the yearbook of the Stanford University. The Sierra Art & Engraving Company will produce artwork and half-tones for both publications. Both contracts are quite extensive, and will mean considerable work for the offices handling them.

PAUL J. MAAS, whose labor column in the Chicago *Record-Herald* has made him one of the best-known printer journalists in the country, is visiting the Pacific coast, and he spent some time in San Francisco.

THE California Ink Company shipped fifty cases of lithographic ink to its agents in China and Japan, on March 4. Each steamer for either the Orient or Australia carries consignments of inks for foreign parts.

EVEN Japanese newspapers commit libel. Miss Lulu G. Stevens charges that she has been maligned by the *Japanese-American News*, of Oakland, California, and asks that she be awarded $10,000 in consequence.

GEORGE K. COATES died suddenly in Sacramento, on February 17. For years he had been connected with the bindery department of the State printing-office, and was a man who left many friends to mourn his loss.

TWO OF San Francisco's firms have changed their locations. Buckley & Curtin moved from 38 Mint avenue to 739 Market street. Eastman & Co. can now be found at 220 Kearny street, instead of 2792 Pine street.

MCNUTT, KAHN & Co. and Hall & Smith, two of San Francisco's stationery and printing houses, will move from their present quarters as soon as the new building at the corner of Market and Bush streets is completed.

HOMER G. BUCKNER is to be the editor and manager, and Frank S. Clark, advertising representative, of the *Tri-City Labor Review*, an eight-page industrial weekly to appear in Oakland, California, during the latter part of March.

COL. JAMES SANDERSON, sporting editor of the *Mexican Herald*, died of pneumonia, early in March. He had followed journalistic work on the dailies of New York and San Francisco, and was born in Ireland seventy years ago.

JOHN A. KENNEY, who was president of New York Typographical Union at the time the *Tribune* was unionized, has settled in San José, California. He has added a job-plant to the newspaper outfit of the *East San José Post*.

R. M. BACON, formerly of the Idaho *Republican*, is proprietor of the *Illustrated Mission News*, of San Francisco. T. D. Sunny, who was connected with the Los Angeles *Express*, is managing editor. The *News* is to be issued weekly.

THE Panama-Pacific Exposition is proving advantageous to printers, even in its before-formation state. The Gabriel-Meyerfeld Company, of San Francisco, has patented a design for stationery purposes to advertise the exposition.

JOHN HOUSTON, pioneer editor of the Fort George (B. C.) *Tribune*, died on March 8, at Quesnal. He was a tramp printer earlier in life, and was known from one end of the continent to the other. Editor Houston was reported dead the week before he passed away, and he indignantly denied the story.

ADNA A. DENISON, editor of the Oakland (Cal.) *Enquirer*, was elected secretary of the Chamber of Commerce of Oakland, on February 28. Mr. Denison gives up thirty-three years of newspaper work for the new field, and he has always given freely of his time to advance the city's interests.

WILLIAM A. SNYDER is the new assistant foreman of the Oakland (Cal.) *Tribune*. He came to California from Colorado Springs, where he was in charge of the mechan-

ical departments of the *Gazette* and *Evening Herald*. Much sympathy has been extended Mr. Snyder on the death of his wife a few weeks ago.

THE Pacific Improvement Company, of San Francisco, has issued some beautifully printed booklets. James King Steele has edited them, and the firm of H. S. Crocker Company has lived up to its high reputation as an exponent of the printers' art. The half-tones were furnished by the Sierra Art & Engraving Company.

GEOGRE MCCOY, a pressman on the Portland *Oregonian*, had his arm hurt on February 20, while attending to his duties. The injured man's wages were paid by the paper's management, as well as all hospital expenses. This generous action is worth noting in these days when the fraternal spirit is not always in evidence.

TO THE disappointment of many, the San Francisco *Sun*, the much-advertised Democratic penny daily, has not appeared. It was to have been issued during January, but the weeks slipped by without any signs of life. However, the managers are actively engaged in preparing for the *Sun's* birth, and its prospects are exceptionally good.

NO. 5 MERGENTHALER machines have been purchased by *News-Press*, Orange, California; *Daily Free Lance*, of El Centro, California; *Sentinel*, of Hanford, California, and the *Douglas County Press*, of Waterville, Washington. Two additional machines were shipped by the Mergenthaler Linotype Company to the *Inland Herald*, of Spokane, Washington.

THE Oak Park (Cal.) *Ledger* has changed hands several times recently. Henry Ogg sold the paper to Horace Mann, of Santa Cruz, and now E. B. Willis is the proprietor. Mr. Willis is well known in central California. He was at one time managing editor of the Sacramento *Union*, and then published the *Republican*, at Auburn, Placer county.

THE San Francisco *Examiner* will return to the corner of Market and Third streets as soon as its new building is completed, although that will mean a good many months in the future. Surprise has often been expressed that a move to build was not made ere this, but it is thought that there were differences as to the best plans to follow on the part of William Randolph Hearst and his mother. The mechanical departments will be housed in an annex on Stevenson street, adjoining the main location.

L. K. NEISWANGER, an old-time member of San Francisco Typographical Union, died in the Union Printers' Home, at Colorado Springs, on March 1. He crossed the plains in 1862, and in the early days was a noted man on the streets of the metropolis of the Pacific coast. He was then an erect man over six feet in height, with a jet-black beard, was of exceptionally fine appearance, and dressed in the height of fashion. When Kearny street was the promenade thoroughfare, Mr. Neiswanger was one of the observed of observers.

PROUD, indeed, is the local agency of the American Type Founders Company, as the result of its ability to handle rush orders. During February, Clark & Sharpe, of Madera, California, started the *Midway Driller*, a publication for the town of Taft in the oil region of California. A complete newspaper and job plant, including a Brower cylinder, two job-presses and a cutter, was asked for immediately. The order was placed at 9 o'clock in the morning, and three hours later was loaded on a truck for shipment. On February 11 the United States Quartermaster's Department at Fort McDowell, on Angel Island (in San Francisco Bay), ordered a large job outfit. A Chandler & Price press, a paper-cutter and type, and all that makes the printer's heart happy, were sent to the island six hours after the order was placed.

FRIEND W. RICHARDSON, of the Berkeley (Cal.) *Gazette;* Walter B. Thorpe, of San Francisco; D. D. Sullivan, of Sacramento, and Carlos L. Smart, of Whittier, will try at the primaries for the position of California's State Printer. The incumbent, W. W. Shannon, will endeavor to continue to serve the State. Grattan D. Phillips' desire was referred to in a previous letter. All these men want the Republican nomination, and they will undoubtedly have additional company. The Democrats have not mentioned any one so far for the star printing job.

JAMES SCHERMERHORN, general manager of the Detroit *Times*, addressed the advertising men of San Francisco on March 2. His theme was the method whereby the advertising department of a newspaper could coöperate with the editorial room to keep up the moral tone of a publication. Among the speakers booked for succeeding gatherings are Will Irwin, of *Collier's* (who is visiting California in the interests of that publication); Joseph G. Blethen, of the Seattle (Wash.) *Post-Intelligencer;* W. L. Perkins and C. Howard Ingersoll, of the Ingersoll Water Company.

B. P. WILLETT, of New York, is visiting the Pacific coast. He will address the Franklin Printing Trades Association of San Francisco before returning home. Marion D. Evans, secretary of the Employing Printers of Texas, writes the association that good progress is attending the efforts to educate employing printers. The printers of Palo Alto, California, have called on the San Francisco office for advice as to the best way of securing proper compensation for work performed, and for which they pay a uniform price. In other words, the employers all over this section are anxious to see if they can not improve their condition. The one remedy is organization.

LE MORTE DE COCKE ROBYN.

CHAPTER XIII.

How ye Strange Knight justed with ye other Knights, and did overcome them all.

Now, there was justing at ye stockyards, and many goode knights dressed their shields and couched their speares. And there was one strong knight that did bear down all ye others, for none could stand against him. By my faith, said Sir Kay, yonder Swift and Armoured knight will be hard to match. And therewithal Sir Kay gat hys speare in hys hand and let runne hys horse against ye stranger, who smote Sir Kay down, horse and man. Then sware ye knights a great oath, for ye stranger was a foul smellyng knight, so that all were made sick whence he did bear down upon them. Now see I well, quoth Sir Launcelot, I must encounter that knight. Thenne he dressed hys shield and gat a goode speare in hys hand and hurtled unto ye strong knight. And ye stranger did overcome Sir Launcelot likewyse, and long he wist not where he was. And, ye winde changing, ye strong knight did ride away, and all ye other knights comforted each other. What say ye by this gest, said Sir Kay, that one speare hath felled us all? We command him unto the devil, they said all, for he is a stronger knight than Sir Camembert or Sir Bris, nor even Sir Gorgonzola. Then ye trumpet did sound, and ye knights were made ware that ye strong champion was none other than ye famed Stockyards Smelle, on which Merlin did throw an enchantment, so that it did take ye form of a knight. And Sir Launcelot did say to Sir Kay, Now, whatte knowest thou about thatte? — *B. L. T., Line-o'-Type, Chicago Tribune.*

Compiled for THE INLAND PRINTER.

INCIDENTS IN FOREIGN GRAPHIC CIRCLES.

BY OUR SPECIAL CORRESPONDENT.

GERMANY.

THE city of Metz has offered prizes of 1,500, 1,000 and 500 marks for the most artistic poster advertising a certain local event.

THE factory of Karl Krause, at Leipsic, which supplies machinery of all sorts for the printing and kindred industries, produced not less than 6,158 machines during 1909.

GERMANY during 1909 exported paper, pasteboard and wares made of these materials to the extent of 200,000,000 marks ($48,000,000), as against 184,000,000 marks ($43,800,000) in 1908.

A RECORD for long service with one house which probably can not be surpassed is that of Wilhelm Büchner, recently deceased, who worked sixty-four years for the publishing firm of F. A. Brockhaus, of Leipsic.

THE Verband der Deutschen Buchdrucker (the working printers' union of Germany), as per the treasurer's report, at the end of 1909 had assets amounting to 7,335,279.99 marks ($1,745,796). The total number of dues-paying members was 58,536.

IT is now one hundred years since the first patent was granted for a faster printing machine than the old hand press, it being issued to Friedrich König, on March 29, 1810, on a self-inking hand press. On October 30, of the following year, he received a patent on the first cylinder press.

THE latest issue of the Munich city directory, which is published by the chamber of commerce, is novel, in that such phrases as "the largest manufactory," "the best — surpassing all competitors," "the very best stove now made," and similar extravagant and generally unsubstantiative statements were barred from the advertisements in its pages.

TO FURTHER the progress and completion of Grimm's dictionary of the German language, the most colossal lexicographic work ever undertaken, the German government has again appropriated 30,000 marks. At the editorial headquarters, at Göttingen, four hundred and fifty thousand word notes have been received up to October last, of which four hundred and twenty thousand have been edited. In 1909 there were issued one volume under the letter G, one under S and two under W. Each volume is about half the size of Webster's unabridged dictionary.

AS A consequence of the increase in the American tariff on post-cards and lithographic work in general, the houses in Germany which are suffering through the loss of this business are turning their attention more sharply upon the home market, with the result that there is intenser competition than ever for whatever work may be found, accompanied by the inevitable price-cutting, of course. As hundreds of fast lithographic presses were brought into inaction by the restrictive American tariff, one may imagine the havoc created in the German lithographic trade.

THE German literary celebrity, Margarete Böhme, recently sued the book critic of a journal published at Halle, because, in a dissertation on her famous "*Tagebuch einer Verlorenen*" ("Diary of a Lost One"), he stated that the life as depicted therein of "Thymian," the heroine, was identical with the life of the author. The novel being the story of the sorrowful career of a "white slave," one more sinned against than sinning, the critic's assertion was termed libelous, and, being proven so, the offender was fined 200 marks in the court of first instance, which fine was increased to 600 marks by a higher court, because of the gravity of the libel.

THE great Krupp gun and iron works, at Essen, now publishes, for the benefit of its thirty thousand employees, a journal, entitled *Kruppsche Mitteilungen*. It contains all the announcements of the directors and superintendents and other matters of interest pertaining to the works, which were formerly given in circulars and posters; also personal notes, news respecting anniversaries, advancements of employees and granting of pensions, reports of employees' benefit and other societies, military duties, etc., supplemented by pages containing instructive and entertaining miscellany. It is issued weekly, and is distributed free to all the employees of the works.

IT has heretofore been generally believed that Gutenberg was buried in the church of the former Franciscan monastery at Mayence. But opinion is now divided. The search for his burial spot, instituted some years ago in the still remaining parts of the monastery building, which stood near the center of the city, was without results. According to more recent investigations, it seems that Gutenberg died, not in Mayence, but at Eltville, where he passed his last years, and the presumption is that he was buried in the local parish church or in the graveyard adjoining it. As a rebuilding of the church at Eltville is in contemplation, search will be made there for Gutenberg's remains.

ENGLAND.

DURING 1909 England produced 8,446 new books, this being 934 more than in 1908. Of this number, 2,279 were republished editions of earlier works.

THE number of persons engaged in the papermaking industry in Great Britain is about forty thousand, half of whom are adult males and one-fourth adult women.

MR. A. F. WALTER, chairman of the London Times Company, died on February 22, of influenza, followed by pneumonia. He was born in 1846, and was the representative of a long succession of Walters who have had control of the *Times*.

THE Jobbing Guild of the London Society of Compositors has started two jobwork competitions, one an admission card to the International Printing Exposition, mentioned in these notes, and the other an advertisement for a supply house, and will give three valuable prizes in each contest.

MR. JAMES MOORE, a member of the Typographical Society, has been appointed a magistrate for Lancaster, being the first workingman to be so honored in the borough. It shows progress, where a trade-unionist fifty years ago was put into prison, one is now raised to the bench and can send others to jail.

STRAWBOARD has advanced about $2.50 a ton in England, and there are fears that the price may go still higher. This is because Holland, where most of the strawboard comes from, has had a poor yield of straw the past year, and its mills will not accept contracts for future delivery, being able to fill only current orders.

THE Amalgamated Press, Limited, which issues the Harmsworth publications, in 1909, after writing off $125,000 and adding the same sum to its reserve fund, declared a dividend of $2,500,000, being forty per cent on the capital stock. The circulation of the Harmsworth journals during the year was three hundred and forty-one million copies.

AFTER having been located for many decades in a house at 21 Chiswell street, which, it is said, was built in 1716, the

famous Caslon Letter Foundry has moved its salesrooms and offices to a newly built modern structure on the opposite side of the street, while its foundry is transferred to larger quarters at Hackney Wick. In about a dozen years the Caslon foundry will be able to celebrate a second centennial.

EXTENSIVE preparations are being made for the fourth International Printing, Stationery and Allied Trades Exposition, which will be held from May 25 to June 9, next, in the Royal Agricultural Hall, in Islington, London. Judging from the prospectus, it will well repay all who may be able to visit it. American printers coming to Europe this summer should try to arrange their time to enable them to be in London during this exposition.

FRANCE.

A SOCIETY of women dilettante bookbinders has been started at Paris. Many ladies of leisure take much interest in bookbinding, and some have produced most excellent examples of the art.

THE town of Saint Jean d'Angely has erected a statue in honor of André Lemoyne, a poet popular in France. M. Lemoyne was a printer and worked sixty years as compositor and proofreader in the Firmin Didot office, Paris, later on receiving a small government position as librarian.

A NEW 100-franc banknote was issued in January. To render counterfeiting difficult, it is printed in five colors. Two years were spent at the engraving of the plates, after a design by Olivier Merron, painter and a member of the Institut de France. Odd to note, the two engravers employed on the work were foreigners, M. Florian, a Swiss, and M. Domagnoli, an Italian.

THE recent overflow of the Seine river affected printers as well as others. The offices of Crété and Dupont, just outside of Paris, had their presses and stock of paper standing a meter deep in water. The lithographic houses of Monrocq, at Ivry, stood equally deep in water. The big printing-ink factories of Lorilleux and Lefrance suffered to a similar extent. The printing-offices inside of Paris suffered less, but the basements of the Renouard, Gauthier-Villars and Dumoulin printeries, as well as of the government printing-office, were flooded and the operation of the machinery stopped. The extensive Darbley paper mills, at Essomes, near Crété, stood completely in water. There being considerable work on hand in the printing-offices, the loss by interruption in production must be added to the damage done by the flood, which is incalculable. Those very interesting folk, the old booksellers along the quays of the Seine, were put out of business completely for the time being.

TROUBLE has broken out between two foreign typefoundries, over business in France. The Caslon Letter Foundry, of London, which has an agency in Paris, secured the right from an American foundry to produce the familiar Cheltenham series of type-faces, and made large sales of it in this country. The Nebiolo Type Foundry, of Italy, noting this, also secured matrices of the Cheltenham series from America, fonts of which it put on sale in Paris, first under another name and then under the original name of Cheltenham. This aroused the ire of the Caslon house, and it proceeded to sue the Nebiolo concern, claiming it had secured the exclusive right to the use of the name in France, and had expended large sums in advertising the face in this country. The Nebiolo people reply to this that they had bought the matrices under the name of Cheltenham, for use in Italy and France, while the Caslon house had not, in its dealings with the American originator, mentioned that it wished to sell fonts of the face also in France, and hence they claim that the territory in France belongs to the Nebiolo foundry.

AUSTRIA.

IN many places the use of printed paper for wrapping up articles of food is prohibited, on sanitary grounds. Not so in Cracow, however, where a Frau Esther Wirth, a grocerykeeper, had wrapped some edibles in a copy of the *Herz Jesu-Blatt (Heart of Jesus Journal)* on the title-page of which was a picture of Jesus. She was arrested, not because of any infraction of sanitary regulations, but because her deed was viewed as "derogatory to the Church," for which she was punished with seven days' incarceration. She appealed to the highest court, but this confirmed the view of the original court. Frau Wirth testified that her customers were all Christians, whom she had no desire to offend, and, therefore, had no blasphemous intentions. She "had no idea that she must read all her wrapping-paper."

CRETE.

THE *Zentralblatt für Bibliothekwesen* states that Pernier, the antiquarian explorer, has unearthed in the ancient Cretic city of Phaistos a brick placque, made of fine clay, covered on both sides with inscriptions which were impressed into it, before it was burned, by means of stamps made probably of bone or ivory. There are in all 241 hieroglyphs, of forty-five different types, whose character as well as the place of discovery would indicate an age of about three thousand years, thus antedating the art of printing far beyond Gutenberg's day.

EGYPT.

IN making excavations in Egypt, under the auspices of the Berlin Museum, it is said there have been recently found a large number of papyrus records which throw an interesting light on the conditions prevailing in the Alexandria of antiquity. Among them are records which would seem to prove that there was already in those days a trust or combination made up of the owners of the swamps in which the papyrus grew, for the purpose of controlling the price of this writing material.

HOLLAND.

IN July, 1907, a modest printers' technical school was started at Utrecht, which has since been so successful that an enlargement of its scope seemed desirable. The director of the institution, with the assistance of the government, the province, the city of Utrecht and private individuals, secured funds for a special building for the enterprise, and one was erected of which Holland printers may be very proud. The new quarters of the school were occupied about the first of March.

DENMARK.

SINCE January 1, the printeries of Copenhagen are working on the eight-hour basis, which is gratifying to some two thousand employees. At the same time the minimum wage was increased one kronor (about 27 cents) for all classes of labor, including the female workers. The piece price of composition was raised 1 öre (about ¼ cent) per thousand letters.

SPAIN.

MADRID, with 539,835 population, has 144 printing and 58 lithographing concerns; Barcelona, with 530,000, has 99 printing and 87 lithographing concerns; Seville, with 148,317, has 36 printing and 14 lithographing concerns, and Valencia, with 249,453, has 66 printing and 21 lithographing concerns.

PROOFROOM



BY F. HORACE TEALL.

Questions pertaining to proofreading are solicited and will be promptly answered in this department. Replies can not be made by mail.

A Question of Number.

S. T., Chicago, writes: "I should like to know which of the following sentences is correct: The interest is due on the first day of May and November, or The interest is due on the first days of May and November. The intention in the legal document is to pay the interest on the first day only of each of these months. Does not the plurality of 'days' carry the idea that it may be paid on any one of the first days of the month? The expression is used often in my work on the proof-desk, and I find that lawyers use it both ways. I have been using the word 'day' in the singular, reasoning that it is the first day of May and of November, the second 'of' being understood." *Answer.*— Of the two forms stated, the first is the better, according to the opinion of the one who answers the question, though it is not the best way to say what is meant. The best way is either to say it in full, "the first day of May and the first day of November," or to omit the word day and say, "the first (or 1st) of May and the first (or 1st) of November." Evidently some lawyers hold a different opinion and consider days correct, or they would hardly write so. Were the present writer one of these lawyers, he would insist on having the sentence printed as written. Of course, if the lawyers are content to let the proofreader decide, the proofreader runs no risk in making a change in such a case; but the safest procedure is for the reader to preserve the form that is written, for the pattern set in copy constitutes a perfect defense. This is true in every instance where the slightest possibility exists of a difference of opinion. Our correspondent may be helped by noting some difference in fact between the sentence as expressed and the meaning attributed to it — the difference between being due and being paid. What is said is that each term's interest is due on a certain day, which actually means that it will not be paid before that day, but can by no means preclude payment on a day thereafter. It is not legally permissible to have an intention to pay interest only on one certain day. The fact is simply that it first becomes payable (is due) on that day, and is payable on demand after that day. This seems to make it plain that an idea of payment on "any one of the first days of the month" would not be a false idea, so far as the intention of this quotation is concerned. Each month has only one first day, and, besides, even if there were more first days, it is not probable that any one would get any such idea from the expression, because every one knows the real meaning whether it is well expressed or not. No one misunderstands any of the common ungrammatical expressions, such as "I didn't do nothing," though every one with any knowledge of grammar knows they are incorrect. It has just occurred to the writer that a payment might be meant of a kind not included in the remark above. If the sentence in question means, as it often may, to notify a borrower that the day named is the one on which interest is due from him, the intention is that he is to pay it on that day or before, though even then some allowance of time may be had in certain circumstances. Our former remarks apply to dates set by those who promise to pay, as on government or railroad bonds, etc. Let us now consider the broader question of general practice, as indicated by this question about one word. Of course, the most advisable procedure in one case of this kind is equally advisable for all similar cases. Our correspondent says, "I have been using the word day in the singular." This evidently means that when the word was plural in the copy it was changed. Well, notwithstanding what else is to be said, the writer commends the judgment that dictated the change, and would do the same thing — if he was sure that a reason so good as the one stated would be accepted by the one who paid for the printing. But lawyers especially insist, usually, that what they write must be printed exactly as written, and there is always the risk that change will lead to trouble. Many expressions occur in law work in which the slightest alteration may be unacceptable, or sometimes even disastrous in its effect; and sometimes this is so when the lay mind can perceive nothing but ungrammatical quality in the copy and grammatical in the alteration. The proofreader is generally on the safest ground when he follows copy, even in many cases when he knows that the copy is wrong. Just how much the proofreader should do in alteration from copy must be determined by circumstances, and varies in different places and on different kinds of work. Sometimes he simply must be a mere literal imitator, and sometimes he is expected to be almost a final editor.

Aviation.

This comparatively new word is now undergoing the objection that is always encountered under similar circumstances, and other names are proposed in place of it. A letter to the Chicago *Examiner* says: "Newspaper readers are weary of the word aviation, constantly used by writers who describe experiments and exploits in aëronautics. Why not vary the monotony by use of the word volation? Another form is volitation. Both are dictionary words and are as legitimately derived from the Latin as aviation. From the viewpoint of the philologist volation would have a good chance for first choice over aviation, as volation is derived from the Latin verb volo, fly, while aviation comes from the Latin noun avis, bird. Strictly speaking, aviation means 'birding,' a limitation that is not suffered by volation, which is appropriately applied to anything flying or moving rapidly through air or space. For aviator the word volator may be properly substituted. The obsolete form might be revived, namely, avolate, avolator, avolation. Volantor would be a risky venture in word-coinage, but may receive recognition in time. Referring to the Standard Dictionary, it is found that the word aviation is a Yankee invention, being first used by the *Scientific American Supplement*, February 8, 1890. The word aviator was introduced into the language by the Brooklyn (N. Y.) *Journal*, July 22, 1891." It is very doubtful whether aviation will ever be displaced by any of the words proposed, although they are not only "as legitimately derived," but are really better made, etymologically. Aviation is a philological monster, being compounded of a noun and a suffix that is legitimately affixed only to a verb. But the word has evidently come to stay, just as other unruly formations have, as tireless, ceaseless, resistless, reliable, direful. The Standard Dictionary record of aviation gives only a gen-

eral sense for it, "the art of flying." The present use of it had not been taken up when the Standard was made. Another dictionary, very recently published (Webster's New International), defines it as now used almost exclusively with restriction to the use of aëroplanes. And in this restricted application it is the only word the English-speaking world knows, or probably will know. Some other word may at some time be used, but it does not seem likely. The objector asserts that newspaper readers are weary of the word, but, in such a case at least, mere assertion is not sufficient. No proof is given that anybody actually is weary. Practically the whole world must be weary before the word is finally rejected.

TRAINING OF APPRENTICES.

At a meeting held on January 27, between committees representing the New York branch of the Printers' League of America and Typographical Union No. 6, the following rules governing the employment of apprentices were agreed to. They are given space as being an innovation in trade agreements and a step in the direction of greater interest by master and journeymen printers both in the apprentice and in the trade. President Tole, of "Big Six," through whose courtesy we are enabled to present these tentative rules, writes us that he expects his organization to take favorable action:

RULES
GOVERNING THE
EMPLOYMENT OF APPRENTICES
IN THE
COMPOSING-ROOMS
OF MEMBERS OF THE
PRINTERS' LEAGUE OF AMERICA,
NEW YORK BRANCH NO. 1,

As agreed upon by the Joint Committees appointed by the Printers' League and by Typographical Union No. 6.

DEFINITION OF BOOK AND JOB OFFICES.

An office which does printing for the public or for an individual, firm or company, or one that operates a printing-plant for the production of its own or others' weekly or monthly publications, whatever the equipment of the foregoing may be, or whatever hours of the day they may be operated.

1. In book and job offices, as defined above, apprentices may be employed in the ratio of one to every six men or a majority fraction thereof; but no more than ten apprentices shall be permitted in any office. Each union office shall be allowed at least one apprentice. In offices where the work fluctuates, the average for the preceding year shall be the basis for the number of apprentices.

2. In the first year an apprentice shall be required to perform general work in the composing-room, at the discretion of the foreman, at any work which he may be deemed capable of doing.

The foreman is required to test the ability of all apprentices under his charge during the first year of their service, to determine the fitness of such apprentices for the trade. Should an apprentice prove incapable he shall then be refused further work at this branch of the trade. Any dispute arising through this measure shall be laid before the Joint Conference Board of the Printers' League and Typographical Union No. 6, at which all parties concerned shall be present.

3. In the second year an apprentice shall be employed at least fifty per cent of his time at hand composition and distribution. He shall be given opportunity to set reprint ads. and jobwork.

4. In the third year an apprentice shall be employed at least seventy-five per cent of his time on the floor at hand composition and distribution. He shall be given opportunity to set ads. and jobwork, from manuscript, and assist on make-up and imposition. All apprentices shall serve a term of not less than three (3) nor more than six (6) months of the third year as copyholder and assistant to proofreader, but shall not do first reading.

5. In the fourth year an apprentice shall be employed at least seven hours each day at hand composition, distribution, make-up and stonework.

6. In the fifth year an apprentice shall be employed his full time at floorwork, and during the last three months may be allowed to set live matter on machine. He shall receive two-thirds of the regular scale.

7. Apprentices shall be registered on the books of both the League and the Union and shall at all times be under the direction of the foreman.

8. All apprentices when registered shall be between sixteen and twenty-one years of age.

9. Office boys (not apprentices) may carry proofs and copy, and sort and put away leads, furniture, cuts and plates; set pi and handle and prove type on galleys; but shall not set, make up, nor distribute type, nor break up forms nor act as bankman.

10. Registered apprentices shall be required by both the League and the Union to attend classes for practice and instruction in the work they are engaged in, if such classes be established and endorsed by both the League and the Union.

11. No apprentice shall leave one office and enter the service of another employer without the written consent of his first employer, endorsed by the Printers' League and by the President of Typographical Union No. 6.

12. A form of indenture shall be prepared, to be approved by the presidents of the Printers' League and Typographical Union No. 6, for the signature of each apprentice registered in League shops.

13. Any apprentice who wilfully neglects the duties which he is required to attend to under these rules may be brought up and disciplined by the Joint Conference Board.

14. These rules shall be posted conspicuously in all Printers' League offices.

Adopted at a meeting held Thursday, January 27, 1910.

(SIGNED)

JAMES TOLE,
C. A. MAXWELL,
GEORGE STEIN,
Committee of Typographical Union No. 6.

WM. H. VAN WART,
WM. DRISCOLL,
CHAS. FRANCIS,
CHAS. G. MCCOY,
OSWALD MAUNE,
Committee of Printers' League.

TRUTH ABOUT CENSUS AT LAST.

Some of our readers will recall that when the census of manufacturers for 1905 was made public THE INLAND PRINTER exerted itself to extract from the volume some data that would be of benefit to the trade. The laymen of the staff gave up the job in despair; then census experts took a hand in elucidating the mass of figures, but they failed to unearth the information desired. There were incongruities that mystified the laymen and which were never explained by the experts. We had our suspicions but lacked the proof, and contented ourselves with making an appeal for greater simplicity in census methods, so that the publications of the bureau would be of some use to the ordinary citizen, and especially the business man who took the trouble to furnish facts.

But now a great light is let in on the situation. Census Director Durand has sent out a statement in which he says: "As a matter of fact, practically none of the returns at the preceding censuses were, I am convinced, based on actual analyses of the pay-rolls. They were in nearly all cases mere estimates, made more or less offhand by the manufacturer or his bookkeepers, and there is every reason to believe that these estimates were often wide of the mark."

If this loose method has prevailed it explains many things, notably that in the printing field the absolute increase of nonproductive employees was greater than the increase of productive workers, and that Baltimore (Md.) was rated as fifth or sixth — we forget the exact number, but it was in that neighborhood — printing center in the United States. The merest tyro in the business knows that the printing trade can not stand an excess of nonproductive over productive labor and Baltimore is notoriously short of being a printing center.

We congratulate Director Durand on his straightforward admission and wish him well in his efforts to make the forthcoming census more reliable than preceding ones.

DECOLLETE.

Lady in the Box — "Can you look over my shoulders?"

Man from Country — "I've just been lookin' over both of 'em, an', by gosh, they're all right!" — *Houston Post.*



AUTUMN

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MACHINE COMPOSITION

BY JOHN S. THOMPSON.

The experiences of composing-machine operators, machinists and users are solicited with the object of the widest possible dissemination of knowledge concerning the best methods of getting results.

Litharge Stops Leaks.

An Illinois operator writes: "Some time ago I received instructions from you how to fix a leaky mouthpiece. You advised me to use a mixture of litharge and glycerin on the back of the mouthpiece. I did so two weeks ago and no leak has appeared yet. Many thanks."

Damaged Matrices.

An Idaho publisher in sending a damaged matrix says: "The enclosed matrix was damaged on our Model 3 machine. The matrices have been in use about six months and have been lately sorted up. The machinist says the lock-up is all right, but he does not appear to know what to ascribe the trouble to. The damaged matrix almost invariably occurs on the right end of the line. Can you offer us any help?" *Answer.*—The lower back lug was damaged by the advance of the mold. Possibly, the vise automatic is out of adjustment, or the back jaw is sprung.

Imperfectly Repaired Spacebands.

Many of the troubles of the Linotype machine are caused by spacebands which have been imperfectly or unskilfully repaired. Not every machinist can do this work properly, and few establishments have the proper gages and tools to do it at all. Irresponsible parties are springing up everywhere and bidding for spaceband repairing, but in many cases their work results in the ruination of many hundreds of dollars' worth of matrices. Spaceband sleeves are sometimes furnished too wide or too narrow, the edges are rounded, the taper is not correct, the proper thickness at the casting edge is not maintained. All these things result in damage to the matrices, and the wise Linotype owner will have the spacebands repaired only by responsible parties. Repaired spacebands should be measured with a micrometer, to detect imperfect workmanship. See that the width is exactly .5625 of an inch and that the edges are square, and that the casting edge is a shade thicker than the rear edge of the bands.

Remelting Slugs.

H. G. B., an Ohio operator, writes: "An argument has developed in our family as to the merits of remelting slugs before putting them in the metal-pot for use. The slugs are washed with lye-water after being used. What is your opinion in the matter?" *Answer.*—The method followed in many shops is to melt up all the dead metal every few days, so that the operators may feed metal pigs, instead of the slower way of shoveling slugs in the pot. To carry on this plan involves the installing of a melting-pot of say from five hundred to one thousand pounds' capacity. These pots may be heated by gas or gasoline; where gas is used, the heating may be accomplished economically by the addition of compressed air, if such a plant is on the premises. In melting metal this way a more uniform mixture is obtained, and it may be readily cleaned at the same time. If the slugs are washed with lye and used soon after, there is an element of danger to the operator, as the water between the slugs vaporizes into steam and causes explosion, splashing out the molten metal.

Bent Matrices.

A Los Angeles operator sends an eight-point thin space having its two upper ears and lower front toe bent. Besides the bending, the ears and toe show a flattening or bruise on the upper corner of each bent part. In writing, he says: "(1) What causes a matrix to be bent in the manner of the one enclosed? It occurs most often to the thin matrices, both for the upper and the lower magazine, and just as they leave the upper distributor box. (2) I understand that on the new double-deckers the lower magazine assembler belt will run absolutely noiseless. Is this true? If so, I would like to purchase the new attachments, if they can be applied to a Model 4, which was installed early in 1907." *Answer.*—(1) The bending of thin matrices in the manner described above is usually caused by wear on the matrix lift cam (G333). The wear causes the lift to raise the matrix a trifle slower, and, in consequence, the point of each thread strikes the corners of the ears of a matrix and causes a slight bruise, also in many cases bending them. Examine all of the thin matrices and note the condition of the upper part of their ears and lower front toe. If the cam is found to be worn, it should be removed and a new one attached. (2) The "noiseless" assembler belt mechanism, as now attached, takes the place of the ball-bearing arrangement of the older type of double-magazine machines. It consists of the following parts: 717C, matrix delivery lower driving pulley; 721C, matrix delivery lower belt tightener; 862G, matrix delivery lower idle pulley; 659C, matrix delivery lower belt tightener bracket; 302E, knife-wiper latch spring; 235F, matrix delivery lower belt tightener spring hook; 218BB, matrix delivery lower idle pulley bracket screw. The foregoing named parts may be readily applied. The cost is about $13.33.

Fitting a Mouthpiece.

A machinist-operator in another city recently had occasion to change the mouthpiece of the metal-pot of his machine, and writes: "I had to grind out the slot in the crucible with emery dust and oil in order to get a true bearing, but as this had been done before on this same machine, I could not make a perfect job of it, because it would have made the gib fit too loose to have ground it out any more. Consequently, I have a troublesome leak at the right-hand end of the mouthpiece. Can you tell me how to stop it? Will it be necessary to get a new crucible? I have tried daubing it up with boiler putty, but it did no good; also tried asbestos furnace cement with the same result. I have been told that a strip of this asbestos under the mouthpiece would work in a case of this kind. If so, is the kind used by plumbers on furnace pipes all right or will it filter away and plug up the mouthpiece jets?" *Answer.*—Remove the mouthpiece while the pot is hot. Before taking it out mark its position on the crucible, so that it may be replaced in proper position. When the pot is cold, and the mouthpiece and crucible gibs are properly cleaned, mix about a teaspoonfull of litharge (which can be procured in a drug store) and a small amount of glycerin into a stiff paste and spread it on the back of the mouthpiece in such a way that the holes are not closed. This should be spread evenly, of course, and about to a depth of one thirty-second of an inch. Great care must be exercised in placing the mouthpiece in position, for if any of the compound is rubbed off it may permit a leak. When the mouthpiece is

finally in its proper position sidewise, drive the wedge in until it is tight. The next operation is to test the lock-up. With a sharp piece of brass rule, scrape the back of the mold until it is free from metal. Next spread over the entire surface of the mold, lengthwise, a thin film of bronze-blue ink; then close vise and allow the cams to make several revolutions. Draw out the disk and note the impression on the mouthpiece. This impression of ink from the mold will show the condition of lock-up between the mouthpiece and mold; then it may be corrected as condition warrants. The pot should remain cold after this treatment for about six or eight hours to allow the litharge to set. If you have gone through the procedure carefully you will not be troubled with a leak thereafter. Pending a convenient time to fix the leak you may obtain results by plastering the leaky joint with some of the litharge. Do this when the pot is cold and allow it to set.

Trimming of Slugs.

An Eastern operator who was given instructions regarding proper trimming of slugs, now writes: "I have your letter containing instructions as to how to overcome the trouble I have been having with slugs trimming closer at bottom than at top. I immediately began an investigation, following your letter carefully. (1) Found little more than .007 of an inch play in mold-disk slide; turned up on screws under mold-slide gib. Treated until satisfied there was not more than .007 play. (2) Found space between supporting screws and mold-disk guide to be just .005 of an inch. (3) Advance of mold. Readjusted same, first cleaning pin, cam roller, jaws and face of mold. Folded paper has now a slight pressure, when drawn between mold and vise jaws. (4) Found slight forward movement when ejector struck bottom of slugs. The machine is a Model 3, No. 7630; there is only one disk banking-pin, that being the one which is part of the knife-wiper guide. This I built up with a one-point brass rule and again tested to see if there was any forward movement, and this time found it ejected without any movement whatever. Do you think this machine should have an upper banking-pin or washer on the right-hand locking-pin? I feel that anything that tends to prevent the forward movement should be there only. I do not know which should be the best. Will you please tell me which you consider the best, the pin or the washer. (5) Result. The slugs we are sending you will show you the result obtained. If you will examine the slug you will notice the left-hand knife does not trim the overhang as it should, seeming at first to trim the letter and then skipping about an eighth of an inch, trimming slightly from there to the base of the slug. This latter I have tried every way to overcome, but with no better results. I have tried two sets of knives, factory ground, even putting paper of various thickness under first one and then the other and then both of the knives, but if I move the left-hand knife so that the overhang trims off as it ought to, the right hand trims too close, and the slug sticks when ejecting. If I release the right-hand knife, making less trim, they eject all right, but the slug then measures two or three thousandths larger than the size it should be. The slugs herewith submitted are trimmed as close as possible without sticking while ejecting. Note that the slug seems to be a trifle larger on the ribs at each end than along the others. If you will please give me further instructions as to how to overcome this last-mentioned trouble, I would feel very much indebted to you. Thanking you for the full and complete instructions you have given and the interest you have taken in this matter, which has resulted in us obtaining a slug which practically measures the same on all four corners, we feel that your next suggestions will eliminate our trouble entirely." *Answer.*— We would advise you attach part E493, mold banking-block. This part is to be attached to the vise frame, just beneath the right-vise jaw. From the appearance of the slug, you should set the left knife a trifle toward the right, and see that the ejector-blade pressure bar is held firmly to the blade. Do this after seeing that the mold is in proper position and that the knife banking-screws are tight.

Distributor.

A South Dakota operator-machinist writes: "I am having considerable trouble with my distributor, Model 5 machine; it stops on an average of four or five times in an hour, sometimes more. Partitions are O. K. and I can run in a line by hand and matrices will clear partitions O. K. The trouble seems to be that the first matrix seems to hang just before it goes down the channel, others falling in top and then stopping distributor. Have tried every remedy I could think of or that any one has suggested, but to no avail, as the trouble still continues. The strip of brass on the top of partition is bent considerably; could this be the cause of trouble? Have not tried magazine adjustments, as I do not think they would remedy the trouble. Have had considerable trouble with distributor for a year or more, some days not as much as others. The trouble occurs mostly on eight-point matrices, and the letters that give the most trouble are the e, t, a, o, i, n, s, h, r, d, l, u, c, hyphen, space-rule, comma, period; on six and ten point, the trouble is nearly entirely with space-rule, period and comma. I am enclosing a matrix with this letter and you can see that the toe on the lower end is worn considerably by butting against the assembler glass. I have tried to remedy this by bending the spring on the glass, but it does not seem to have any effect. It is nearly impossible to set black-face on the eight-point without the thin letters assembling roman. Can you tell me the remedy for this — how to fix the glass so this will not occur? Glass has no nicks on the upper side. To give the best results, is it better to bend the spring (matrix-detaining plate), in the bottom of assembler, toward the star-wheel, or leave it the way it comes from the factory. Another trouble I have is the line-delivery lever link slipping off every once in a while; the trouble is mostly when you just miss hanging the elevator. What is the remedy?" *Answer.*— The matrix enclosed showed damage to its combination, which is probably causing the trouble referred to. If the matrices drop too soon when the combinations are not damaged, the cause may be ascertained by trial. Remove the channel-entrance guide bar (I264) from the magazine entrance; then run in a number of lines of characters from the first twelve channels. As these matrices drop, note their clearance with the guides. If they strike the guides as they drop, it may indicate that your screws run too slowly (which is unlikely), or that the guides are bent to the left. It seldom occurs that the entrance plate (I177) is out of adjustment. However, it is possible. It is held by two screws in slotted holes (on some machines) on the edge next to the magazine. If you feel it is necessary to change it, loosen the screws and drive it with a piece of wood. The distance will seldom need to be more than one thirty-second of an inch. This is a last resort. If all of the matrices show bruises on their combinations, you should remove them and put new characters in their place, but before running in the new matrices, examine the front edges of the distributor-box bar and the second-elevator bar, as the fault may be caused by bruises at either of these points. The damage from the lower glass to the matrix ears can only be remedied by dressing the sides of the ears. To prevent it,

arrange the upper-glass latch, so there is no play whatever when the glass is locked. This should cause the upper glass to extend inward sufficiently to prevent the matrices striking on the upper edge of the lower glass.

Recent Patents on Composing Machinery.

Quick-change Magazine.— J. G. Helbourns and William Fletcher, London, England. Filed July 28, 1908. Issued March 8, 1910. No. 951,245.

Two-letter Monoline Machines.— James McNamara, Montreal, Canada, assignor to Mergenthaler Linotype Company, New York. Filed April 30, 1909. Issued March 8, 1910. Nos. 951,654 and 951,655.

TRIBUTE TO PROMOTER OF PRINTERS' ANTI-TUBERCULOSIS CAMPAIGN.

Doomed himself, John Cahill, of New York Typographical Union, No. 6, devoted his declining days to mitigating insanitary conditions and practices in printing-offices, in the hope of aiding his colaborers. In the language of a friend, "he shortened his own life in lengthening the lives of his fellows." Cahill was the sort of man who makes an impress on men's minds. Unknown outside of labor circles and those devoted to hygienic reform, he made his mark in his comparatively humble sphere. Of him Edward Everett Horton, Sr., wrote in the Brooklyn *Eagle:*

"John Cahill lies buried.

"The kindly eyes that kindled in the heat of debate, but shot no angry glance, are closed in death; the voice that electrified all, in the council chamber of our union, delivering facts and figures with the rapidity and effectiveness of a Maxim gun; the voice that was raised always in the cause of right, that demanded square dealing as part and parcel of men's lives, that pleaded eloquently for the uplift of true citizenship, will be heard no more forever.

"The passing of such a man, so useful to the community in which he lived, is inexplicable.

"Other hands, not so strong perhaps as Cahill's, will take up the work left by him; other minds will evolve plans for the betterment of the lives of workingmen and women — the real salt of the earth; from the lips of others will come words of cheer and of hope. But the mold was broken when John Cahill was born. We may never see his like again. Vale!"

DEMORALIZATION OF THE PROOFREADER.

In the *Printing World,* of London, England, a member of the Association of Correctors of the Press presents a number of pertinent facts regarding the condition of the proofreading department in the modern Linotype office. That this affection has invaded other than American offices is quite clear from the following excerpt, taken from the article by our English brother:

"I am beginning to fear that the value of the proofreader is seriously discounted in the mad rush of modern production. The machine operator can not stop to think, and the proofreader is given to understand that he "must not make too many corrections." As for refinements — let the overseer catch him refining. Told that glaring literals, vile punctuation and idiotic world-divisions 'do not matter,' and that speed and quantity are of transcendental importance, the proofreader is becoming thoroughly demoralized. In some offices his job is given to chits of girls, whose knowledge and intelligence do not reach the standard of the average reading-boy. And, *certes,* it can matter but little who does the work, or how little is paid for it, if nobody cares how badly it is done."

THE "LINO-TABLER," A NEW AND SIMPLE SYSTEM FOR TABULAR COMPOSITION ON THE LINOTYPE.

AN improvement of unusual importance has just been perfected by a Chicago Linotype operator, which promises to add much to the flexibility and adaptability of the Linotype to all classes of work. The invention or "system" offers the opportunity to Linotype users to do tabular or rule work on the Linotype, with any face or style of Linotype matrix on any style of standard Linotype machine. No change of parts or additions to the machine are required. The illustrations and description of this invention are here published for the first time. We quote from the description furnished by the inventor:

"The illustration presenting a sectional view of a slug is made from a photograph of a slug taken from the nine-column table shown on page 77. In the illustration will be seen eight pairs of projections extending from the shoulder of the slug to within .008 inch of the printing face of the line. The second pair from the left of these projections is shown closed, as is done to hold the rule in position after final corrections are made.



ASHTON G. STEVENSON,
Inventor of the "Lino-Tabler" system.

"The operation of inserting the rules and closing the ruleholders is quickly performed, and the slenderness and flexibility of the projections remove any difficulty which might arise from any slight inaccuracy in their position. Instead of causing the rule to bend, the sharp corners of the base of the rule will bite into the projections, giving additional strength in holding the rule.

"A specially unique feature of the new system lies in the formation of the rule, which is exactly triangular in shape

(giving three printing edges). This rule is made of a combination of tungsten and brass. An attachment has been devised for the Linotype slug-cutter, which cuts the rule with an under miter, making it possible to completely join the vertical rules to the cross-rules and vice versa. The rules in the accompanying half-tone illustration were not cut in this manner, but the idea will be readily understood. The table appearing in this article is printed from the slugs, and required no special attention from the pressman in making the form ready.



Sectional view of "Lino-Tabler" slug, showing the projections into which the triangular rule strips are fitted and gripped. The second pair from left shows position of projections when table is ready for press.

"Among other points of superiority claimed for the Lino-Tabler are the following:

"1. A Linotype operator's production of intricate tabular matter, with light and heavy figures, will exceed three-fourths his normal output of straight matter.

"2. All Linotype matrices and special characters can be used, hence no change of machine nor waiting for corrections.

"3. In catalogue composition the tabular matter will be same face as balance of book, preserving uniformity throughout.

"4. There being no slot or aperture in the slugs, the difficulty caused by small particles of metal finding lodgment under the rules is wholly overcome.

"5. No danger of pieing nor of work-ups, fruitful sources of annoyance in all type-tables.

"6. Figures or reference marks can not drop out when form is raised from stone, hence Lino-Tabled matter can be more rapidly passed in proofroom and costly reprints avoided.

"7. All faces of rule, single or parallel, will be supplied to lessees of the system, and special rule can be supplied for tables with only two or three points between columns of figures or words.

"8. The ease with which rules are inserted makes it possible to lay them in before sending out proof, instantly removing them if corrections are to be made, deferring the operation of closing the ruleholders until the table is finally O. K.'d.

"9. Standing matter can be readily corrected, and the comparatively low cost of the rule renders its removal unnecessary, even from matter which may stand indefinitely.

"10. The high shoulder of the slugs, and the protection afforded the rule, almost to its printing surface, give perfect results in electrotyping.

"11. The rule can easily be removed from dead tables and used again.

"12. If an entire column of the projecting ruleholders are broken off through unusual carelessness, one-point brass anchors are provided, two or three of which in the column will hold the rule securely.

This table set from standard Linotype matrices (6-point No. 2 with Bold No. 1) standard machine, mold, spacebands, etc., with the exception of the addition of fifteen rule quads which run in space rule channel. Cast on single slug.

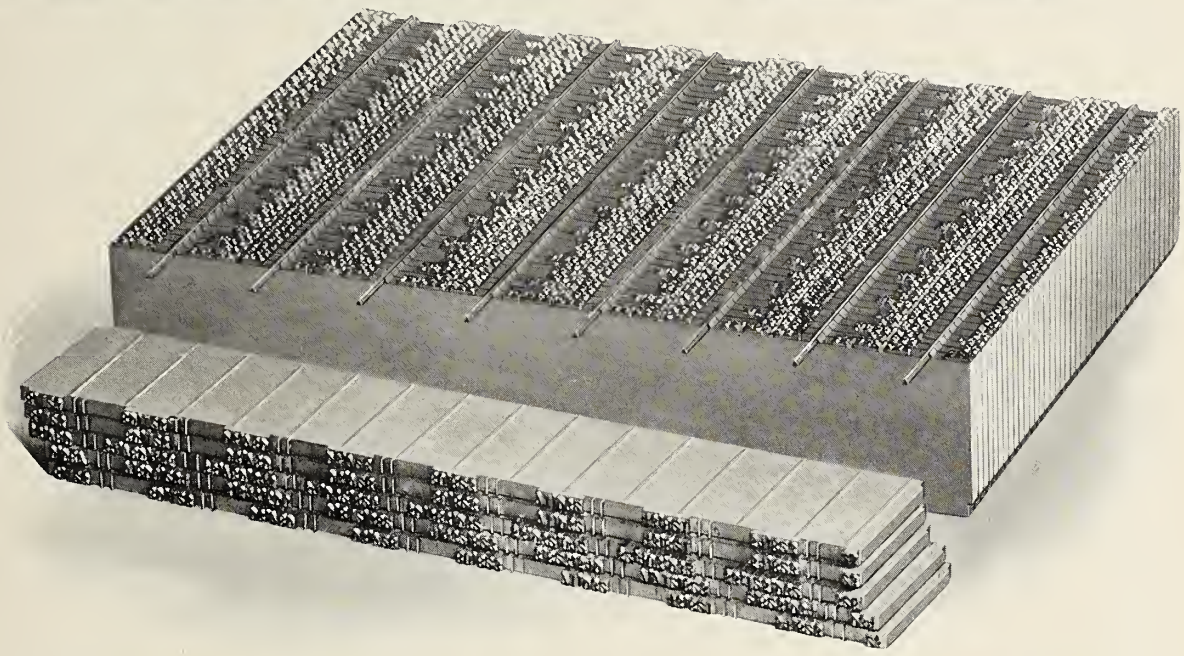
WESTBOUND					Eastern Time			EASTBOUND				
47	9	5	3	1				2	4	6	8	48
12.00	**7.55**	**6.30**	**2.40**	8.55	Leave		Arrive	**7.35**	**4.15**	8.30	7.45	**9.30**
12.00	**8.00**	**6.35**	**2.45**	9.00		N. Y., 23d St.		**7.27**	**4.12**	8.29	7.38	**9.22**
12.00	**8.15**	**6.50**	**3.00**	9.15		Jersey City		**7.16**	**3.55**	8.15	7.25	**9.10**
11.09	**7.07**	**6.35**	**2.26**	Note	Lv.	Newark	Ar.	**8.01**	**5.00**	8.46	7.14	**10.38**
2.10	.....	**8.27**	Note	Note		Goshen		**5.42**	.....	6.33	5.27	.....
3.18	**10.35**	**9.20**	**5.32**	11.27	Lv.	Port Jervis	Ar.	**4.49**	**1.29**	5.35	4.30	**6.53**
3.58	.....	.....	Note	Note		Lackawaxen		**4.13**	Note	.....	3.44	.....
4.39	.....	**10.28**	**6.49**	**12.42**		Callicoon		**3.37**	Note	.....	2.51	.....
5.26	.....	.....	**7.31**	**1.21**		Hancock		**2.56**	11.34	.....	1.55	.....
5.48	.....	.....	**7.54**	**1.41**		Deposit		**2.38**	11.15	.....	1.30	.....
6.30	1.20	12.05	**8.37**	**2.17**	Lv.	Susquehanna	Ar.	**2.02**	10.35	2.38	12.43	**4.05**
7.05	1.53	12.38	**9.10**	**2.50**	Ar.	Binghampton		**1.32**	9.55	2.03	**11.50**	**3.30**
7.39	.....	Note	**9.39**	**3.19**		Owego		**1.02**	9.26	.....	**11.15**	.....
8.04	.....	Note	**10.04**	**3.44**		Waverly		**12.37**	9.01	Note	**10.45**	.....
8.30	3.15	2.00	**10.33**	**4.10**		Elmira		**12.13**	8.37	12.34	**10.08**	**2.15**
9.00	.....	2.27	**10.59**	**4.37**		Corning		**11.48**	8.12	12.05	**9.38**	.....
9.20	.....	.....	Note	**4.54**		Addison		11.32	7.54	Note	**9.05**	.....
10.15	4.45	3.30	12.00	**5.36**	Ar.	Hornell	Lv.	10.52	7.11	**11.05**	**8.15**	**1.00**
1.15	7.20	.....	.....	**8.00**	Ar.	Buffalo	Lv.	8.30	.....	**8.30**	**4.00**	.....
2.03	8.35	.....	.....	**9.07**	Ar.	Niagara Falls	Lv.	7.11	.....	**6.43**	**11.38**	.....
1.55	.....	5.58	2.18	.....	Ar.	Salamanca	Lv.	.....	4.55	**8.35**	**5.03**	10.46
6.15	.....	8.54	.....	.....	Ar.	Dunkirk	Lv.	.....	.....	**5.10**	.....	8.55
2.30	.....	6.10	2.18	.....	Ar.	Jamestown	Lv.	.....	2.54	**6.35**	**2.55**	8.46
2.50	.....	6.19	.....	.....		Lakewood		.....	.....	**6.22**	**2.37**	8.33
3.31	.....	7.01	3.00	.....		Corry		.....	2.07	**5.42**	**1.53**	7.58
4.15	.....	7.47	Note	.....		Cambridge Springs		.....	Note	**4.57**	**1.03**	7.12

NOTE—Light face figures a. m.; bold face figures p. m.

Specimen of "Lino-Tabler" work. The rules hold rigidly in place under the severest tests. The table is virtually a solid block and absolutely avoids all danger of work-ups.

"13. The development of the Linotype machine is evidenced in the massive book of available Linotype matrices, showing a multitude of faces. By the Lino-Tabler system these are all rendered available for tabular composition. If from any cause, such as the slight bending of a matrix or accumulations of dirt or metal on the side of a matrix, the body is thrown out of line, interfering with the introduction of the triangular rule, it makes no difference. The projecting ear is simply broken off, for there are always more than enough holding ears in line to bend in to keep the triangular rules in place.

"14. Where it is desirable to lead tabular matter, the Lino-Tabler system is most effective. Heretofore, where it has been necessary to lead a table, each column had to be leaded separately, but now, with the Lino-Tabler method, the table is leaded clear across, just like ordinary matter, and the rules inserted afterward. The economy in time and material in this feature alone is readily seen."



Sectional view of the "Lino-Tabler" system, showing the triangular strip rules in place. Note the holding or gripping ears on shoulders of the detached slugs.

It is the present intention of the Lino-Tabler Company to lease the system to users of Linotype or other slug-casting machines, and to sell the rule in bulk coils and labor-saving fonts. Active operations will not be under full headway before May 1, but applications are being received and considered for the use of the system.

To place the new invention in the hands of printing firms, the Chicago Lino-Tabler Company has been incorporated, with capital stock of $100,000, its officers and directors being as follows: William C. Hollister, of Hollister Brothers, who recently resigned the vice-presidency of the Manz Engraving Company, is president and treasurer; Ashton G. Stevenson, inventor of the system, first vice-president; William C. Hollister, Jr., secretary. Offices have been established at 120-130 Sherman street, Chicago.

INVENTION.

Invention, strictly speaking, is little more than a combination of those images which have been recently gathered and deposited in the memory. Nothing can be made of nothing; he who has laid up no material can produce no combinations.— *Sir Joshua Reynolds.*

Written for THE INLAND PRINTER.

A PRINTER'S DEVIL.

BY WILLIAM H. POOLE.
(Senior partner Poole Brothers, Railway Printers, Chicago.)

The trade of printer I started to learn,
As printer's devil in a large concern.
My duties were hard and so varied, too,
That I was dead tired when the day was through.

A printer's devil, in those early days,
Was not a soft snap in so many ways;
The rollers to wash and the types to clean,
And a lot of odd jobs to do between.

Then I was set down to assort some pi —
A bushel, by printers for months laid by;
A thousand odd sizes there seemed to be,
And as numerous styles to confound me.

At last I mustered the courage to say,
To the mighty foreman, grizzled and gray,
"I wish that a journeyman you would ask
To complete for me this terrible task."

A look from his eye, and a good smart cuff,
Made me think just then I had had enough.
But back to the board I was led to try
To solve the problem of printer's pi.

But old man Haines took compassion on me,
And a helpful friend he soon proved to be,
For he showed me how the work should be done,
And I thank him now for success I won.

I set up the pi with some good hard work,
And never again was I known to shirk;
Whatever the job that came to my stand,
I was always there — a good steady hand.

HIS OWN ESTIMATE.

"I'll give you a position as clerk to start with," said the merchant, "and pay what you are worth. Is that satisfactory?"

"Oh, perfectly," replied the college graduate; "but — er — do you think the firm can afford it?" — *Catholic Standard.*

PAPER-BOX MAKING

BY CYRILLE DION.

The economics of the paper-box making industry, practical notes and suggestions on paper-box making and answers to inquiries regarding paper-box making, are the purposes of this department. Contributions are requested.

Flax Straw for Boxboards.

Flax straw is in use to a limited extent in making boxboard in Tunisia (North Africa). Three tons of the straw yield about one ton of pulp.

Paper Bottle-covers.

A strawboard manufactory in Greece has lately installed a specially constructed machine for making paper covers for large bottles and jars. The product has found ready sale throughout Europe.

Pulp-wood of Brazil.

Brazil is said to have enough available timber in its forests to furnish all the pulp-wood needed in the manufacture of paper and boxboard in the world for many years to come, and efforts are being made to interest capital in that line of industry in the great southern republic.

There Is No Money in Fighting.

The fight between the big mill and the little mill must soon come to an end, if there is to be any stability in prices. The demand is fair, and there is room enough for all. Many of the smaller mills in England have suspended operations pending the settlement of the tariff agitation in that country.

Yucca for Boxboard.

Yucca, an Australian plant hitherto considered worthless, has been found to yield a very satisfactory pulp for making boxboard, and efforts are now being put forward to induce the building of board mills to utilize the immense supply of raw material. The plant requires no cultivation, growing wild. A mill is now being built at Port Lincoln, which will be devoted to yucca board.

Roumanian Boxboard Subsidy.

The Roumanian government, being desirous of encouraging manufactures, has granted to the Gustav Eichler Paper Factory, of Piatra, Roumania, the privilege of free entry of machinery to complete the first installation of a boxboard and wrapping-paper mill. This is the first mill ever erected in Roumania for the manufacture of boxboard, although the country is said to be blessed with large quantities of the raw material for making paper-pulp.

Annual Meeting of the United Boxboard Company.

The United Boxboard Company held its annual meeting in Jersey City, New Jersey, on February 17, and reëlected the former board of directors, with the exception of Herman Grossman, of Chicago, who was succeeded by Fred Davenport, of Cincinnati. Mr. Grossman, who has been one of the vice-presidents of the company, is said not to have been in accord with some of the managing officials and directors, and to have held views so divergent that friction was unavoidable.

Sanitary Uses of Paper-board.

Receptacles are now being made of light-weight paperboard for use in German hospitals and sickrooms to receive drainage from wounds, expectoration and other substances capable of carrying infection. They are so made as to remain water-tight for a reasonable time, and so cheaply that their consumption by fire is more economical than the cost of cleansing the receptacles heretofore used. They can be disinfected before use, if necessary, but are destroyed so soon after use as to do away for the most part with the need for disinfection. They are of especial advantage in that they obviate the necessity of cleaning earthenware or metallic vessels that may have been used for the purpose, the cleansing process being troublesome, unpleasant and dangerous. Most of these receptacles now in use are of small size, for, in addition to there being some difficulty in making the larger sizes economically, the smaller sizes are found much more convenient in every way for frequent removal.

Asbestos Fireproof Board.

Asbestos is a valuable fibrous mineral for the manufacture of fireproof boards. The crude asbestos is crushed sufficiently to open it up without injury to the fiber, and passed through a vibratory screen, which removes the particles of rock and separates the fibers, which are then carded, the long fibers being used for making textile fabrics and the short fibers for making boxboard. The usual processes are followed for making laps of pulp. The laps are then cut into square sheets, placed between thin plates of zinc and subjected to a heavy hydraulic pressure, to remove the moisture, hung in drying-rooms for a time, then pressed again and trimmed to the sizes required. This board is made in thicknesses varying from one thirty-second of an inch to an inch, and is usually sold in sheets forty inches square. Either Canadian or Italian asbestos can be used, but the Italian is said to produce a better grade of board. Tests have been made which show this board to be proof against the heat of an ordinary fire for a considerable length of time.

Making Boxboard from Peat.

Ludwig Franz, of Admont, in Styria (Austria-Hungary), has invented a mechanical process for making boxboard from peat. It differs from all previously known processes, in that the raw material is so treated as to preserve the fiber unbroken, which greatly increases the strength of the board produced. The peat is pressed into a continuous strand, and cut into disks nearly equal in thickness. It is then washed thoroughly in water which, while freeing it from foreign matter and impurities, separates the fibers, which are worked up by the ordinary methods into half-stuff. This is then mixed with half-stuff made from waste paper and wood-pulp, from which mixture the board is made. More particularly described, the process begins by feeding the freshly cut natural peat through a hopper into a press with a rotating worm, which presses the peat through a mouthpiece in a continuous strand, which by means of a knife rotating in front of the mouthpiece is cut into disks of approximately equal thickness. These disks are conducted to a rotating shearing worm, which, with the aid of water, dissolves the peat disks into

separate fibers. These are then sent to a centrifugal screen that separates the foreign matter from the peat fibers, which latter are passed automatically to a rotating washer provided with an internal sprayer and conveyor worm, in which they are further purified from the finer impurities and earthy portions. The pure fiber thus cleaned is subjected to treatment in a defibrating machine, until the fiber appears worked up in the gentlest manner possible into half-stuff. This is fed to a centrifugal screen and then to a mixing engine, in order to be mixed with half-stuff from old paper or wood-pulp for obtaining the paper-pulp ready for the machine. The further working up of the pulp into board takes place according to the well-known processes of papermaking. It is claimed that the gentler treatment of the peat produces a product assuring an excellent quality of board, chiefly because the peat fibers, before any washing or disintegration, are cut into pieces of equal length, whereby the washing and disintegration of the peat fibers are substantially aided. Processes are known which also provide for a comminution of the fibers into pieces of equal length, but in the process the comminution is undertaken after first crushing and washing the peat fiber, with the disadvantage that the washing and disintegration is protracted and defective, producing an imperfect board.

Notes.

It is stated that the Hinde & Dauch Paper Company, recently incorporated in Toronto, and whose head offices are in Sandusky, Ohio, will erect a large boxboard factory in Toronto.

The Beaver Manufacturing Company, of Beaver Falls, New York, is reported to be preparing to build a board mill at Ottawa, Canada, to make wall-paper and boards from compressed pulp.

The Pinkerton Folding Box Company has lately been incorporated in Chicago, by Edward E. Pinkerton, Charles L. Makenison and Thomas J. Kane. The company will manufacture paper boxes and novelties.

The United Boxboard & Paper Company, according to its custom of promoting subordinates to vacancies in higher positions, has appointed Charles C. Colbert manager of the Wabash Coating Mill, and C. H. Myers manager of the United Boxboard & Paper Plant. Both these gentlemen held subordinate positions under Manager Patterson, who resigned recently.

C. E. Hawkins, for eleven years associated with the American Strawboard Company and the Manhattan Strawboard Company, is to manage the New York office of the C. L. La Boiteaux Company, of Cincinnati, which acts as sales agent for the Knerr Board & Paper Company, the Lafayette Boxboard Company, Eddy Paper Company and Waldorf Boxboard Company.

The Imperial Box Company, which has conducted the business of making folding paper-boxes or cartons in Chicago for several years past, as a partnership, has been incorporated under the former firm name. The capital stock is $20,000. It is intended to increase the scope of the business by giving special attention to the manufacture of fiber and paper packing-cases.

Since the courts broke up the price-pooling scheme, the boxboard business is showing some weakness. Demand for the products is only normal for the present, the slack period of the year, and what business there is all manufacturers are scrambling to get their share of. The result of this condition naturally is demoralized prices. Later the demand for board products should be better, but once a low level of prices is established it will be difficult to get them up again until the requirements of consumers become abnormally large.

Several years ago George R. Ward, of New York, invented a machine for filling cartons, which opened the folded carton, shaped it, folded and sealed the bottom, filled it with the contents, folded and sealed the top, and delivered it to a chute through which it was passed to the shipping-room. This machine was much praised because of the speed and accuracy with which the work was done.

In the death recently of Charles A. Brackett, at Newtonville, Massachusetts, Boston lost its pioneer paper-box maker. He began paper-box making in a modest way at Waltham about forty-five years ago, and the rapid growth of the business induced him to move into the city of Boston, where his establishment overflowed a single floor of a large building, until it occupied the entire premises. At the time of his death, his business occupied a building built especially for it, and was equipped with the latest improved machinery. He was seventy-eight years of age, and leaves two daughters. He was active and highly esteemed in Masonic circles.

Apropos of electrically heated glue-pots, C. H. Collins, 354 Dearborn street, Chicago, describes to us a device called the Wetmore Patent Glue Heater, built by the Advance Machinery Company, of Toledo, Ohio, which is guaranteed to be not only fireproof but foolproof. In it, the heat unit is attached to the under side of a pot containing the water, technically called "water-jacket," in which is set the glue-pot. Should the water-jacket become dry from any cause, notably negligence or carelessness on the part of the workman, the heat which would otherwise cause fire, melts a fusible plug, connecting the feed wires to the bottom of the water-jacket, thus breaking the circuit and entirely eliminating danger of fire or damage to the apparatus. The fusible plug can be replaced at a cost of a few cents.

ILLUSION.

ANONYMOUS.

[The rather remarkable poem, or fragment, given below is taken from a volume published recently in London entitled "The Pillow Book." No author is given credit, and search has so far failed to find one. A thought so striking, so well expressed and so much a part of philosophy of many high minds, ought not to remain long anonymous as to authorship.]

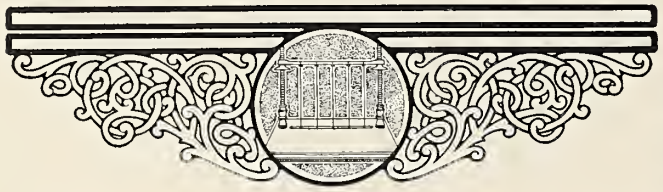
God and I in space alone,
And nobody else in view.
"And where are the people, O Lord?" I said,
"The earth beneath and the sky o'erhead,
And the dead whom I once knew?"

"That was a dream," God smiled and said,
"A dream that has ceased to be true.
There were no people, living or dead,
No earth beneath and no sky o'erhead,
There was only Myself and you!"

"And why do I feel no fear?" I said,
"Meeting you here this way!
For I have sinned I know full well,
And is there Heaven, and is there Hell,
And is this the Judgment Day?"

"Nay, those were but dreams," the great God said,
"Dreams that have ceased to be,
There are no such things as fear and sin,
And you yourself — you have never been;
There is nothing at all but me."

BOOKBINDING



BY A PRACTICAL BINDER.

Under this head inquiries regarding all practical details of bookbinding will be answered as fully as possible. The opinions and experiences of bookbinders are solicited as an aid to making this department of value to the trade.

Figuring Small Lots of Paper.

RULE: Multiply full ream weight by one-half the cost per pound. Answer will be cost of a quire in decimals.

Example: Eight and one-quarter quires of thirty-six pound stock at 16 cents per pound; $36 \times 8 = 28.8 \times 8\frac{1}{4} = 2.376$, or $2.38, for cost of stock.

Genuine Morocco.

The powdered leaf of the sumach plant, the finest variety of which grows in Sicily, is used in tanning goatskins, etc. The sumach gives a clear white tannage, unaffected by the action of light, and, therefore, suitable for dying into colors where permanence of shade is desired. A genuine "Morocco" is goatskin tanned with sumach. There are probably many binders who do not know this. Goatskins dyed with babool-pods or similar barks are only imitation Morocco, but it takes an expert or long wear to discover the difference. Roan leathers are sumach-tanned sheepskins.

Measuring the Round of a Book.

Correspondent has a book which must be fitted to a certain compartment in customer's safe, which measures 15 inches high, 9 inches deep, width ample. He wishes to know how to arrive at width page must be trimmed, that is, what allowance to make for the round and square, so that book when bound will not project beyond the edge of the compartment. It is easy enough to get the top and bottom trim by merely allowing for the end squares. How to measure the round is the stumbling-block. *Answer.*— The thickness of the leaves constituting the book is equal to the round and squares, when the book is to have a smooth back. But if binding calls for hubs, then add to the thickness of the leaves the thickness of the hubs. And, of course, the round wants to be normal, not excessive. For example: Book to be half-bound, leaves measure two and one-quarter inches thick, space book must fit, front to back, is nine inches. Subtract from this two and one-quarter and you have six and three-quarter inches, to which size the leaf must be trimmed. Or, if the binding is three-quarter with hubs, allow one-quarter inch for the hubs, thus making width of page six and one-half inches.

The Making of Wire for Your Stitcher.

Bars of metal four inches square are heated and passed while hot and plastic through rapidly revolving rolls, reducing them to wire rods which vary from one-quarter of an inch to an inch or more in diameter, depending upon the finished size of wire wanted. These rods, which are formed into coils, as they pass through the rolls, are dipped in acid baths to remove loose scales and provide a lubricant for drawing. Drawing consists of pulling rods while cold through holes of gradually decreasing diameter drilled in steel plates. During this process the particles of metal become elongated and strained, making the wire harder and more brittle. To restore it to a proper temper, it must be heated or annealed. When a fine diameter is required there must be repeated annealings and drawings. This may be done until the bar, which originally was four inches square and four feet long, becomes reduced to a diameter of a single thousandth of an inch and extended thirteen thousand miles in length. Before so fine a size is reached the wire will cut into the steel of the die-plate, so the usual die-plates must be discarded and the drawing continued through holes drilled in diamonds, the diameter of these diamond dies decreasing by fractional parts of a thousandth of an inch.

This making of a wire affords a striking illustration of a material made more valuable by the application of labor. Wire of this kind is used for delicate electrical tests. From the time that the bar of metal enters the furnace, nothing is added to it. All the work is done with one article, which is passed through rolls and drawn through die-plates until it is finished. The wire is made from an extra grade of steel. When the wire on your stitcher shows soft or hard places, which are caused by overheating and are overlooked by the operator and inspector, if three or four yards are pulled off the spool the wire will usually be found O. K., as such defects seldom run through the entire spool.

Machine-made Books.

No inventor has yet put on the market a machine into one end of which the materials may be dumped and from the other end a finished book taken. Still, the advances made in automatic machinery during the past few years have been tremendous. Few people realize that if constant improvements were not made the prices asked for books would place them beyond the reach of the majority. With the increased demand, if it were not for improved machinery, the floor-space and number of employees required to turn them out in the old hand way would make the cost well-nigh prohibitive.

To start with, the typesetting: This is now all machine-work. The presses are fitted with automatic feeders, and the folding machines as well, and the signatures are gathered by machines. One thousand books of twenty signatures each may be gathered in ten minutes. Next comes the book-sewing machine, each one equaling twenty girls in output. Then, these books can be trimmed on the three sides at high speed, 2,400 books, 1½ inches thick, per hour. The rounding and backing and the lining and headbanding are both done by machinery. Then the inside of the book is ready for the case, which in the meantime has been made on a machine, the boards and cloth being cut to size. The only handwork is the feeding of the cloth into the machine, which automatically places the boards in position, also the back-stiffening paper. The stamping and embossing are done on hand-fed machines, but the next operation, that of pasting up and casing in, is done with a machine. About the only operation in the making of a book that has not been improved upon is the final pressing. For such books as have illustrations and plates to be tipped in a machine can be had for doing the work.

On large editions of paper-covered, wire-stitched books, the machine is equally to the front. The printing and folding are done as described, but to the gathering machine are added attachments for stitching and covering, so that from this one machine can be had the operations of gathering, collating, jogging, stitching and covering, with an average production of four thousand copies per hour. The old-style handwork would require more skilled employees than could be found.

PRESSROOM



The assistance of pressmen is desired in the solution of the problems of the pressroom in an endeavor to reduce the various processes to an exact science.

Newspapers Printed on an Offset Press.

(620.) A number of small newspapers in Germany are now run off on the flat-bed offset press. This machine is supplied with a web attachment and folder and may be run rapidly. It was described in a recent number of THE INLAND PRINTER.

Sheet Brass for Use in Tympan.

(621.) "Will you inform me where I can procure stencil brass for use in make-ready on a job press." *Answer.*— Stencil brass is made in several thicknesses and comes to the dealer in rolls. However, it may be procured flat in sheets of small dimensions from Stebbins Hardware Company, 74 East Van Buren street, Chicago.

Paper Manufacture.

(625.) "What book or treatise on papermaking do you recommend to pressmen who desire to learn details of paper manufacture?" *Answer.*— "The Manufacture of Paper," by R. W. Sindall, F. C. S., is a late book on the subject. The treatment of the topic is broad, and the matter is explained in terms readily understood by the lay reader. A number of illustrations are shown. The book is sold at $2 net, postpaid, and may be had from The Inland Printer Company.

Three-color Processwork.

(615.) Van Allens & Boughton, selling agents of the Huber-Hodgman press, send a 30 by 40 inch sheet of enamel paper, showing some excellent specimens of three-color and map-plate work. The three-color plates are printed with excellent taste and skill. The large square half-tone cut, 12 by 15 inches, of Niagara Falls is a splendid example of clean, sharp printing. The register on the color specimens is perfect in detail, making the whole a pleasing bit of presswork.

Coach Varnish in Inks.

(617.) A pressman recommends a coach varnish to be mixed with job inks to give them a glossy appearance. We would suggest that pressmen patronize the ink manufacturers when they desire varnishes or other compounds for mixing with inks, rather than the paint stores or carriage shops. An inkmaker is well acquainted with the needs of the printer and is able to supply them. He has the gloss varnishes, the light varnishes, the reducers, the tint bodies and compounds — in fact, everything needed to produce any desired effect with inks.

Three-color Print on Blotter.

(610.) Submits a blotter bearing a calendar-plate and a 2½ by 4 inch process cut. The make-ready is good, but the inks for the process cut do not give the required color values. Both the red and blue appear to have been changed, both being made darker. If pressmen will adhere persistently to process inks for process prints, a more artistic grade of work will be produced. There is, however, an exception to this rule. The engraver to produce a certain effect may find it necessary in proving cuts to modify the colors slightly to obtain the desired result, but in such cases, when furnishing the progressive proofs, the variation from the normal color should be carefully noted for the guidance of the pressman. It is obvious that the colors of the progressive proofs should be followed closely.

Sheet Brass in Tympan.

(611.) "Have read where a sheet of brass is used in the tympan to make type print sharp. Would like information regarding the use of brass sheet, as I have a job which must be printed with extreme sharpness." *Answer.*— Make the form ready in the usual manner, placing the thin sheet of brass under the bottom sheet of the tympan. Have the impression show fairly strong, commencing the make-ready, however, with a weak impression. Change the brass sheet from beneath the bottom sheet to just under the top sheet. The impression now will appear lighter and the print should be sharper. You may still have to manipulate the make-ready to make it more complete.

Oils Used in Inkmaking.

(618.) In the manufacture of printing-inks the vehicle invariably consists of a varnish which is made from a boiled oil. This medium tends toward drying or oxidizing from the nature of the oil as a result of the boiling, also from the chemical action due to its union with the pigment. In this respect some pigments are more active toward drying than others, those from a lead base being noticeably so. Some pigments, however, are inert, or have no tendency toward drying — a condition noticeable in vermillion; hence, the necessity for addition of driers to this ink. The addition of ethereal oil to inks tends to cut the heavy vehicle and allow a more free distribution. These oils, as the word implies, are more or less volatile and are used in preference to the nondrying oils, such as castor-oil, lard, etc. It will be noticed by a study of the vegetable kingdom that it furnishes both drying and nondrying oils, both of which are used in the printing trades.

To Prevent Slurring.

(613.) "Please tell me how I can prevent the slurring of rules when printing on bond paper on a platen press. Should the grippers be run on the side or in the center, or off the stock and string across?" *Answer.*— Slurring may be due to totally different causes. Take, for example, a form locked too tight, it will cause a slur. If the impression screws are not set evenly a slur will invariably follow. When the tympan is baggy or too much packing is used in its make-up, it will also cause a slurring. As a remedy we suggest that you have the form locked with bearers, so that it lies firmly to the bed of the press. In work having light-faced rules extending from the more solid part of the form, use a hard tympan, but do not use many sheets. Have the hard packing-sheet or press-board just under the top sheet, which should be drawn extremely tight over it. The bearers of the form should impinge strongly on the platen. This action gives a steadiness to the parts during the impression. The sheet of bond, which often tends to curl and seldom lays flat, should be held snug to the tympan by waxed twine stretched across from gripper to gripper. It sometimes becomes necessary to attach bits of cork to the twine in order to obtain a closer contact between the sheet

and the tympan. This method excludes the air from beneath the sheet, and, when the impression is taken, there is no double-print or slur due to a contact between the rule and stock, either before or after the impression.

Embossed Letter-head.

(614.) Submits a letter-head having a curved and a straight line in a text letter printed in red and embossed. The work is exact in register, but the relief is low. The printer, in referring to the work, states: "For ordinary work I find that leather answers the purpose. For some grades of work I use embossing composition. This letter-head was embossed, using a piece of leather belt as a counter-die." *Answer.*— Office stationery and commercial work seem to be placed in a different class if embossed. Embossing to be really attractive should have a distinct relief. It must have brightness, and it must register if it is also printed. Some dies are made to give a low relief, somewhat after the appearance of steel-die work. An embossed line which is glossy and stands out in bold relief will always attract attention. The specimen showed a striking line in red, which, if printed in gloss ink or varnished and embossed in high relief, would have greatly enhanced the appearance of the work. An embossing compound, whether home-made or the manufactured article, is to be preferred over leather. It requires less force for a given height of relief, and will bring out fine lines and solids equally sharp.

Chameleon Inks.

(624.) A series of inks for check printing have been introduced by the firm of Janecke & Fr. Schneeman, Hanover, under the above name, says the *British and Colonial Printer and Stationer*. To offer the greatest security against falsification by the removal or alteration of figures on the checks, the new colors are made susceptible to the application of any reagents, which spread or change the color until the printing completely disappears. The application of water or of chlorin, or oxalic acid, or, indeed, any acids or alkalies, immediately affects the colors. They are supplied in twelve different shades, including a beautiful red, blue, yellow, orange, blue-green and violet. A special table of reactions is supplied by the makers, showing the color changes that result. For instance, chameleon orange runs a little on the application of water; with an alkali it becomes red; with acids the redness grows paler; with chlorin the color disappears completely. If aqua fortis is applied to any of the security lines the falsification can be immediately traced. Naturally, these colors can be used for control or security printing for documents of public companies, by printing, for instance, the seal or trade-mark in the chameleon red.

Rollers Lifting from the Form.

(626.) Submits a four-page circular, printed in two colors. A half-tone cut extends across the top of the two inside pages; a description in twelve-point Cheltenham appears below. The make-ready of the type and cut is complete and the printing is clean and sharp, although a cheap black ink is used. A light, uninked spot appears near the lower end of the third page, the appearance of which suggests that the rollers, one or more, lifted off the form at that point. The letter of inquiry is as follows: "I would like a little advice regarding the specimen enclosed. The form is locked in the middle of the chase. It prints all right for a while, then the light spot appears. Can find no cause for it. No oil on the rollers or disk, the rest of the form inks all right. What shall I do?" *Answer.*— The fault very likely lies in the rollers, one of which, when they strike the blank space between the pages, bounds outward and clears the type a trifle, only to be again drawn in by the saddle-spring. As a remedy, would suggest that the tension of these springs be tested, and if found weak they should be removed and stretched, or a new one substituted. It is quite necessary that these springs be kept at full stress, especially when the machine is run at a rapid rate.

Half-tone Cut on Envelope.

(612.) Submits an envelope printed from a vignette half-tone cut, 1¾ by 3 inches. The vignette edge is harsh and rough, showing an imperfect make-ready. The letter from the printer reads: "Please inform me how to make-ready the cut for this envelope so that the edges will print softer." *Answer.*— To print this cut the envelope should be opened, that is with the flap turned back. The cut should be locked about in the center of the chase up and down, and to the right of the center sideways. Use a soft tympan, and, while making the form ready, have a sheet of three-ply cardboard beneath the bottom sheet. The edges of the cut can be made to print soft by carefully cutting away the high lights so as to leave but a slight pressure on the edges. When a satisfactory proof is taken, stretch a piece of dental rubber over the tympan, securing it under the tympan bales, and remove the cardboard from beneath the tympan. Set the guides in position and pull an impression on an envelope. This impression will not, of course, show a finished make-ready, so it will be necessary to reduce the tympan by a cut-out to correspond to the lapping of the lower flap over the side one. A further cutting-out or reduction of the tympan may also be necessary. Rubber suitable for this work can be procured from A. F. Wanner & Co., 342 Dearborn street, Chicago.

New Rollers Too Hard.

(619.) "We are having considerable trouble keeping rollers in good condition, although all ordinary precautions are taken, such as washing up with coal-oil and changing for the different seasons. We have a closed cabinet in which the rollers are stored, and we often find the new rollers entirely too hard to use." *Answer.*— It is quite possible you are extending the use of summer rollers into the winter season. Rollers stored in a dry cabinet may become hard by a loss of moisture. Some pressmen keep a pail of water in the roller-closet to maintain the equilibrium during dry, cold weather. It is quite obvious that this plan is not necessary during the spring months or in damp weather. Rollers should be liberally coated with oil to prevent the loss of the necessary moisture. A new roller, unoiled, will respond to the changes in the surrounding atmosphere, and will take up a small amount of moisture in damp weather, making it unfit for receiving ink, or it will suffer a loss of moisture during an extended dry spell. This loss can not be entirely recovered, so that when a roller is seasoned properly by exposure to a normal atmosphere, this condition is maintained for a longer period by keeping the edges and surface covered with ink or oil when not in service. This is the time to send your rollers to have them cast, so as to allow adequate seasoning.

Cleaning Cylinder Felt Blankets.

(623.) The *Buchdrucker Woche* advocates "the use of the new and little-known chemical tetrachlorid of carbon for this purpose, which has the advantage of being non-inflammable. It has a strong action in dissolving hardened grease, oil, varnish or ink, though the cloth must be soaked

in it for a longer time than in turpentine, benzin, etc. A final treatment with German or Polish oil of turpentine is, however, to be recommended to those who wish to be economical in the use of the previously mentioned substance, because the dirt is then more easily removed. Then the cloth should be rubbed in while dry with soft soap, and well rinsed in hot water, with refined borax added instead of soda. A handful of borax should be added to about ten liters (4½ gallons) of water. Borax does not affect the cloth so strongly as soda and makes the water soft, while also bleaching the material and removing anything possibly remaining in it." We find from experiments that a mixture of equal parts of crude carbolic acid and turpentine will affect the cleaning of ink-stained felt blankets at a comparatively low cost. The blanket should be stretched out on a table or the floor and tacked at head and foot. With a sponge, saturated with the mixture, rub the entire surface of the blanket, repeating the operation several times. Allow the compound to saturate the fabric. Spots of hard ink may require scraping with a blunt-edged instrument, so as to permit the solvent acting on the matted part of the cloth beneath. After the ink has been softened and partly dissolved, the surface of the blanket may be washed with turpentine and a rag, rubbing vigorously. Then rub dry with clean rags, remove the tacks and charge the position of the blanket and then repeat this operation, but substitute benzin or gasoline for the turpentine. This operation will not leave the blanket white, but it will remove the ink, and leave the blanket fairly soft and resilient. If it is desired to have the felt appear cleaner, a treatment with carpet soap will be effectual. In the article quoted above, mention is made of "the new and little-known chemical tetrachlorid of carbon." This chemical was discovered in 1839, and was used as an anesthetic in 1865. It is imported from Germany, where it is made on a large scale. It is used principally by dry cleaners, and it may be mixed with light petroleum benzin up to fifty per cent and still remain uninflammable. It is on this account that our recommendation was made for its use in printing-plants, as it reduces the fire risk. An English correspondent recently inquired relative to its use, stating that several deaths occurred in London by its use as a shampoo. A research made in the Chicago Health Department records does not reveal any similar fatality; in that city there are no restrictions placed on its use. The United States Dispensatory, page 1408, in referring to the effect of carbon tetrachlorid on human beings, states that "trials led to the conclusion that the tetrachlorid of carbon may be usefully employed, by inhalation, for the relief of pain, especially headache, toothache, etc.," also that "its action tends to depress the heart action more than chloroform."

Peeling of Enamel Stock.

(616.) Submits two sheets of 25 by 38 enamel stock. On these sheets are printed a sixteen-page form, almost every page having a square or oval half-tone cut. The make-ready and printing of one sheet could not be excelled. The same make-ready is applied to the other sheet, but the enamel is peeled in the solids, making it appear spotted, a condition plainly noticeable on one side of the sheet and absent on the opposite side. The pressman quite properly blames the trouble to the stock, and found no remedy for the trouble. The letter in part reads: "My trouble with the sheet No. 1 is due to the ink picking the stock. It seems that I have had more of this trouble this year than ever before. In black inks I have overcome that trouble by using a softer black, made for that purpose, and it works fine. But when it comes to colors I have to fall back on compounds, and sometimes these bring no relief, as they retard the drying of the ink to the extent of causing it to rub. The ink sample I send was used on a four-roller press. Have added a small amount of a compound, but it did not help matters. Sheet No. 1 is a stock highly recommended, but it would not work, so we reduced the ink and warmed the ink-table and form, but still the coating lifted, the press being warmer than ordinarily used. Stock No. 2 was tried and the job was finished without any trouble. Please give us your opinion of the relative value of the two grades of stock for the job. I might say by way of explanation that the pressroom is in the basement of a new building, with a cement floor and steam radiators overhead only. A thermometer hung about three or four feet from the floor registers from 70° to 75°." *Answer.*—An examination of the stock by reflected light shows the surface to be uniformly alike. By transmitted light a trifling difference is noticeable between the two sheets — not more, however, than would appear in two different lots of stock. The ink seems thinner than it should be for the work, but it works well on the roller, and when tried covers properly and dries without rubbing. Would say the ink is an excellent working grade, even when reduced. Our correspondent's plight is probably due to some condition of the stock which can not be detected in examination. This is plain, since stock No. 2 worked properly under the same conditions No. 1 failed in. This may be due to the newness of stock No. 1. Although tried out first, it may have been a lot of green or fresh stock, on which later the same ink might work without causing any trouble. We would say that the heating arrangements may not be adequate to overcome the natural dampness of a basement pressroom in winter. We have seen the necessity of placing a two-coil steam radiator beneath a large cylinder press in order to give additional heat in an apparently well-heated pressroom. This radiator had about thirty linear feet of two-inch pipe, and was so placed as to give uniform radiation of warmth to the press. The pipe was placed close to the base of the machine and extended from the fountain under and along by the frame until it reached to the fountain end again on the opposite side. It was effective in maintaining the heat locally to or above normal, as the case demanded. In a situation of this kind, where the troublesome stock must be used, the pressman may have to raise the temperature of the pressroom above normal, in order to diminish the pull of the ink on the stock. Running the machine more slowly is sometimes an effective remedy, and, as a last resort, the reducing of the ink. This operation, in many cases, should be followed by the slip-sheeting of the stock. The experience of our correspondent is not an uncommon one, and, as there is no exact way of knowing in advance whether the enamel surface of a stock will resist the pull of the ink, it would be well to keep on hand reliable materials for modifying the inks. Each inkdealer has compounds of more or less merit, which should be tried out in advance with driers to note the relative effect. It is well known that a modifier invariably retards the drying of the inks in proportion to the quantity used, so the pressman must learn in advance what proportion of drier should go with a certain amount of reducer or modifier. The reason for the failure of our correspondent to obtain satisfactory results with the stock referred to may have been due to its unseasoned condition. We have been unable to discover any other cause for the weakness of the enamel. It would be interesting to learn to what extent such trouble exists and the theory of its cause. If any of our pressmen have any views to express on the subject, based on experience, we would like to know them.

Written for THE INLAND PRINTER.

BUYING SECONDHAND PRINTING MACHINERY.

BY GEORGE RICE.

SOME men are always striving to save a dollar by buying something underpriced. Of course, there is in the market a great deal of secondhand printing machinery of first-class value. But oftentimes a man who undertakes to stock up his printing-office with secondhand presses makes a mistake. The mistake happens when he buys secondhand machinery of inferior class. There are dealers and overhaulers of old printing machinery who can, by careful adjustment, remodel a machine so that it is like new. Some of these are suitable for further use, but there are discarded machines on the market which ought to be avoided. There are worn-out and out-of-date presses that are suitable only for the junk heap. Some of these have been thrown out of offices, painted up a bit, and palmed off as good machines. On the other hand, there are good secondhand machines for sale as a result of some business failure. Again, some of the larger plants may deem it

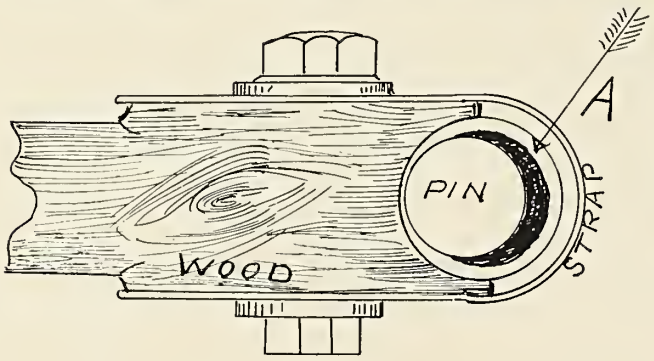


FIG. 1.

necessary to put in a different type of press, discarding the old press before it is worn out. Whoever buys the press thus discarded gets a bargain.

In buying secondhand printing machinery it is well to ascertain the pedigree of the machine, and the parts of the machine should be carefully examined. Supposing that there are arms and levers in use with a strap-head, as

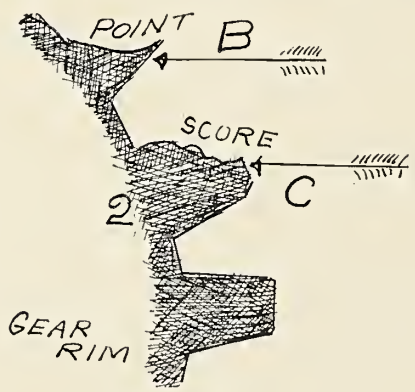


FIG. 2.

shown in Fig. 1. If the pin on which the strap-head operates is unevenly worn, or if there is a defective place in the collar as at A, then it can be seen that the machine is not worthless, because the defective part can be remodeled by the insertion of a new pin or a new collar. However, the degree of wear indicates length of time the machine has been in use. If this part is worn as indicated, the chances are that the gearing, the bushings of the boxes, etc., are similarly worn. Perhaps the gears are worn as indicated in Fig. 2. Here we have a sample of a cog worn to a point as the result of years of grinding contact on the corresponding gear. Or the cog may be scored as at C. Of course, a new gear may be put on.

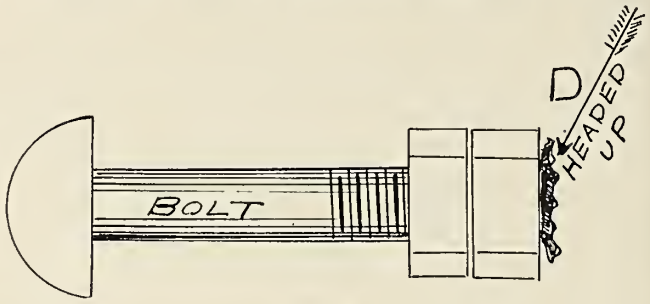


FIG. 3.

It is wise to examine critically the bolting of the frame and other parts of the machine. In some instances you will find that the bolts have given trouble as a result of the nuts working over the head. Consequently you may also find that some careless workman has headed up the bolt as at D, Fig. 3. The headed part makes the nut stay on, but it is impossible to remove the nut under these conditions without first chipping or filing off the headed portion. This is an obvious imperfection in the machine. Such bolts should invariably be cut off and new ones inserted.

Then there are the bushings of the journals to examine and fix, if necessary. The journals of secondhand machines

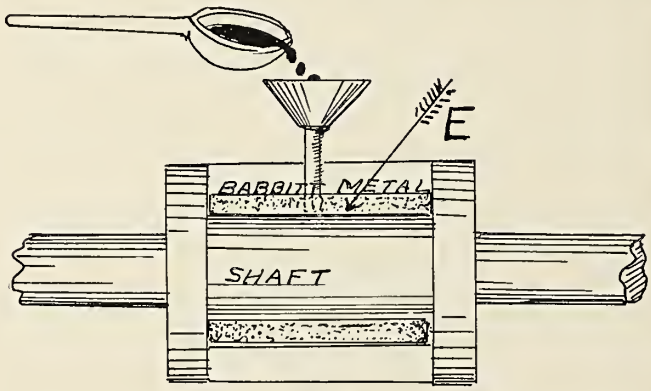


FIG. 4.

can not be expected to be in perfect order. Perhaps the best way is to have the journals refitted by ordering new ones from the makers of the machine, or you can pour babbitt metal into the void, as in Fig. 4. In this sectional cut we show the box and shaft. The original sleeve was worn out, therefore this sleeve is to be recast in the box. To do this, the collars are brought up tight on each side, the parts are cleansed of all greasy matter, and the tube of the funnel is inserted through the oil hole. The melted babbitt metal is then poured into the funnel, when the void in the box is quickly filled with the metal, which hardens there, making a tight bearing.

In Fig. 5 is shown another method of pouring metal into a worn bearing of a secondhand press. The shaft should be centered in the box and the funnel tube introduced through the side oil hole. The metal is then poured, making the additional or filling sleeve F absorb the lost motion.

The belts on the machine are a good indication of the general condition of the machine. If the belting joints are torn, and in the condition shown in Fig. 6, it is a fair sign that the machine has been badly treated. If the belts are broken as at G it shows that the persons in charge of the machine did not take good care of it. A man who is careful with his printing machinery will look out for the belts. He will keep the joints sewn up tight and even as in Fig. 7.

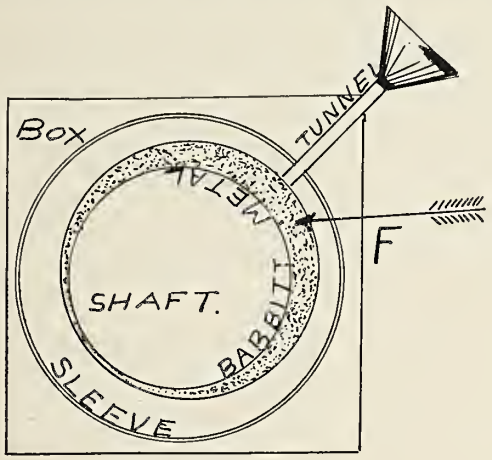


Fig. 5.

It is just as easy to do the lacing correctly as it is otherwise. The length of time a machine has been in use can be estimated pretty closely by an inspection of the amount of wear on the pulleys. In some secondhand presses you will find that the loose wheel alongside the tight wheel of the shipping shaft has so badly scored into the shaft that the loose or free wheel has dropped down as in Fig. 8. This

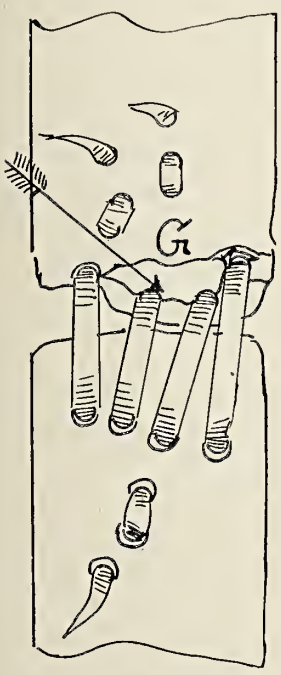


Fig. 6.

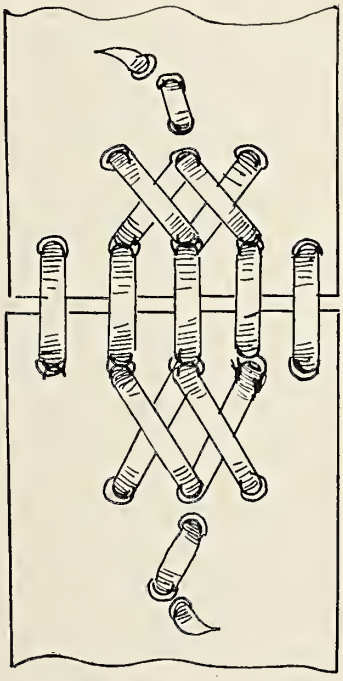


Fig. 7.

makes a break in the surfaces of the wheels at H. If the wheel which has dropped is removed and examined at the bearing, it will be observed that the bore in the wheel has worn down unevenly, as at J, Fig. 9. The wheel may be replaced by a new one, or the bore can be drilled out and a new sleeve inserted. Regardless of the condition of secondhand printing machinery, it is nearly always possible to repair the imperfect parts and get some use out of the machine.

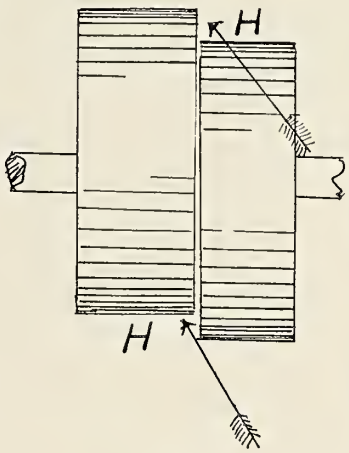


Fig. 8.

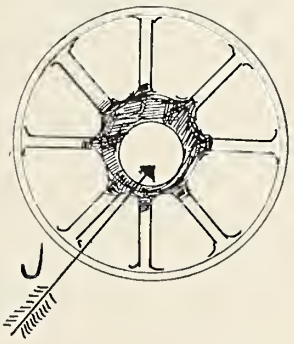


Fig. 9.

Written for The Inland Printer.

THE UNUSED LETTER—A TYPOGRAPHICAL SOLILOQUY.

BY WALLACE R. STRUBLE.

[In the ordinary printer's case numbers of letters lie in the bottom of boxes unused year after year, and, with the lapse of time, are seen to be as bright in some instances as when first cast. This fact awakened the following reflections from a former printer.]

Just a letter to lie in a case —
New I may ever be;
But never to leave my impress on
The page of life's history.
Just a new letter — unsullied, unworn —
Only the cabinet case to adorn.

O, that I were an "e" or an "a,"
Lying on top of the throng —
Picked out by the printer's hand to-day
And set in the column long —
Set in the midst of a pregnant line
To fashion a fact or a plan define.

I think 'twere well to be a small letter
Spelling a part of a word,
Even a little word — better, far better
Than lying unseen and unheard.
Better an "i" in an "if" or an "is"
Than lying unused in a case like this.

Men are like types in a way, also —
Some of them always booked;
Others untouched as the twelvemonths go,
Slighted and overlooked.
Being a man in life's "case" to lie —
I say it now — let me work or die.

Albany, Oregon, December 1, 1909.

DIFFERENT.

"Your wife is nursing a grouch, isn't she?"

"Some."

"What's the trouble?"

"Four people have told her that our little daughter looks just like me."

"I should think she would be pleased at that."

"She might, but the child is adopted." — *Exchange.*

COST AND METHOD



Estimating.

Paper read by Daniel Boyle, of The Henry O. Shepard Company, before The Ben Franklin Club of Chicago.

The Standard Dictionary defines the word "Estimate" — "To form an opinion about (value, size, quantity, amount, worth, etc.), from the best information at hand; make an estimate of; calculate; reckon; compute."

"Estimation" — "The act of estimating or the conclusion arrived at; a valuation or computation based on opinion or on inexact data."

The basis of estimating by printers has been truly "a valuation or computation based on opinion or on inexact data" — and from it have come the variations in price-making that perplex the trade. The cost system or science of cost accounting is the means to do away with this matter of individual "opinion" by replacing therefor facts and figures — "exact data" — as a foundation for obtaining a just price for service performed and materials sold.

The basis of estimating should be a sound and well-tested cost system for all departments and adding overhead and other expenses throughout the plant. Without a cost-accounting system guessing must be the basis of an estimate, and he who is the worst guesser — guessing the lowest — secures the order. In addition to this, the guesser is often advised by his customer that there are several bidders, and, while he would like to give him the order, there is another party who is considerably lower, and graciously permits him to guess what that figure is, and so, after a still further reduction, he secures the business — to his loss.

It is as necessary to form a basis upon which to build an estimate as it is to prepare the ground, drive piles or construct caissons, in order that a solid foundation may be prepared whereon to build a building which will endure. The cost system furnishes this foundation, and we are to be congratulated that there are so many of our members who have installed cost-accounting systems.

After a cost system is established and working satisfactorily and properly in each department the element of guessing is removed to a very great extent. But, in order to obtain the benefit of this accounting in securing a profitable price for each job, it is absolutely necessary that prices established on the basis of this cost system be rigidly maintained, and that the estimator or salesman be absolutely advised to that end. Unless this course is pursued, you might as well have no cost system and go back to guessing, as the element of guessing will enter into the selling of the job after an estimate is made if the salesman is permitted to listen to the customer and if he is over-anxious to secure a piece of work.

Recently the writer was in competition with a house — a member of this organization, which has given a good deal of study to the question of costs, has adopted a cost system and has claimed to be benefited thereby — which permitted its salesman, after making a fair estimate on a certain piece of work, to cut his price ten per cent. The order was quite a large one and ten per cent meant a good deal of money. This is surely taking the shadow for the substance, for how otherwise can an estimate be made as stated above and cut so much if the estimate were made properly in the first place.

Very frequently a printer makes an estimate based on what he thinks the true value of the work involved, goes back to his customer and gets the old story that he is entirely too high. The printer then prunes down all or as many of the items of the estimate as possible — at the suggestion of his customer, of course — and when he has completed the pruning process he finds that he pleases his customer and gets nearer what he thinks he will pay. I desire to plead guilty to this charge of pruning myself, but I never pruned an estimate or cut down prices to secure an order and found the job so obtained was a profitable one. On the contrary, it always showed a loss, and I have learned by experience that unless there is an error in some of the calculations it never pays to deviate from the original estimate based on carefully deliberated judgment and general understanding of the work.

I had another example from a member of our organization, who stated that he was in competition on a job of presswork and binding, plates being furnished, stock, etc. Prices on this work ranged from $625 to $425. The gentleman who secured the work admitted to me that his figures were a question of guesswork, but with a cost-accounting system and a fair knowledge of the business, the guessing feature should be eliminated.

In making up a well-considered estimate it is absolutely necessary that all the items entering into the work should be tabulated. Composition, electrotypes, stock, presswork, slip-sheeting if necessary, binding, etc., are the essential features. Furthermore, if a customer should come to you and say he desired an estimate on a piece of work, where he would supply the plates and the stock and the half-tones, ascertain definitely the condition of these plates, the manner in which they will come to you and the manner of make-up and lock-up, the condition of the half-tones (whether they have been used before and to what extent, whether they are mounted or unmounted), the character of the paper upon which the work is to be printed, size, etc. In fact, too many questions can not be asked in order to properly understand the character of the work upon which you are estimating, and charges should be based on each and every one of the items enumerated as they affect the cost of production to you. Estimates should be given careful thought and each item fully considered with a view of arriving at the exact cost.

When a job is completed and ready to bill to the customer the ticket should be checked with the estimate, item by item, and, if your estimate falls short in any particular endeavor to profit by such experience when estimating on a similar job in the future. This system will develop thoroughness and accuracy and avoid guesswork.

Take pains to make your customer understand that any feature entering into the work over and above the estimate as requested and as submitted will be the grounds for an extra charge, and have it positively understood with the customer when these extra charges come up that *they are* extra charges and you will expect payment accordingly. Many printers make the mistake of allowing these extra charges, overtime and other items not included in the estimate, to run to the end of the job, and then there is a misunderstanding and, possibly, a lawsuit before the account is settled. These disputes could be largely obviated by resorting to the methods above suggested.

Many houses do not appreciate the responsibilities of

estimating on printed matter. They assume that if a piece of work is to be executed, all that is necessary is to secure the cost of the paper, the number of impressions to be run, the number of ems to be set, the number of sheets to be folded and the amount of the binding, establish a fixed price for all these items, employ a fairly well-educated young man to carry out these ideas in a clerical way and let it go at that. This is a great mistake, as there are no two jobs entering into the book and job printing business that are alike. The mistakes that are liable to occur in each individual piece of work, as it goes through an establishment, must be safeguarded against by the estimator, and due account of this care should be taken when making the estimate. The estimator should have a thorough knowledge of the printing business, in order to arrive at conclusions and be able to meet emergencies wherever they occur. He should know about how much ink is required on a certain piece of work; how long it should take to prepare a form on the press, in fact, all the details that go to make up the cost on a job, and too much care can not be taken along these lines.

Shop conditions can not be taken into consideration on each estimate, and should not. Learn through your time-sheets from the different departments the cost of production for a given period sufficient to obtain a fair average, and base your estimating cost accordingly. Because you are dull when a certain job is up for estimate is no reason you should demoralize prices by cutting them to secure this individual job. Better be without it than take it at an emergency profit as a filler and perhaps be forced to take it at some future time, when you are busy, at a cold dead loss.

After the estimate is made and the price computed, it then resolves itself to a question of salesmanship: How much will that piece of work bring and how much can be added for contingencies, if any? By all means do not deduct from your estimate. Be assured we get as near what the work should bring as possible, without contingencies, and a certain amount should be added to cover incidentals which may come up during the progress of the work. But the salesman's end of the estimating problem is not now under consideration.

In conclusion, let me emphasize the fact that our own protection demands that nothing be overlooked, that a certain percentage of profit is added to all goods purchased outside of your establishment, if any occur in your estimate, and that a salesman who is to secure the price on a good piece of work as estimated must understand that that is the price and that he must hold to his price regardless of any argument which his customer may put forth to the contrary. If the estimate as given is explained, item by item, to the man who is going to sell the work, and he is given to thoroughly understand that this is what must be secured, price-cutting will be eliminated and a fair price secured.

It is the vacillating, timid spirit that has arisen from printers not knowing the cost of their own goods that has lost them the confidence of customers. When a basis of valuation is fixed and known the printer will not give his goods or his services away, nor allow any of his employees to do it for him. Big figures in the order-book do not count for much in the face of the significant minus in the loss and gain columns. Having the backbone to stick to the price based on carefully calculated costs, you will let unprofitable work go, for, after all, price is not the chief consideration, as printers' customers are willing to pay the price, if the price is based on quality and service and not on "how cheap can I dare to do it."

ORIGIN OF "O. K."

Joseph La Fleur, of Milwaukee, presents new light on the question of the origin of "O. K.," in the December number of *The Typographical Journal*, which is given in the recital of some reminiscences of "Judge" Halloran, an old Chicago printer and writer. Mr. La Fleur says:

"While the International Typographical Union is in the mood of acquiring reminiscences and historical bits, I might as well put on record a few facts connected with the memory of the late John Halloran, who died in Chicago, October 20. Mr. Halloran — or 'Judge' Halloran, as everybody called him — was born in the Third ward of Milwaukee, and learned the printing trade on the *Evening Wisconsin* in this city. He was one of the twelve men who signed the charter and organized Typographical Union No. 23, on September 24, 1853. He held the distinction, also, of being the union's first 'guardian' — sergeant-at-arms. He afterward became an editor and drifted to Chicago. He found employment on the old *Republican*, founded by Charles A. Dana, of New York, which was subsequently changed to the *Inter Ocean*. He served in an editorial capacity on the *Inter Ocean* continuously up to the time of his death. He was a true-blue union man and retained an active membership in the International Typographical Union until he died, it is said. He was seventy-five years of age.

"'Judge' Halloran, who never married, often visited Milwaukee, his old home. It was one of the pleasures of his life to meet members of the 'old guard' in this city and talk over olden times. Although very dignified in bearing, he could point out humorous incidents that occurred here and there during his half century's connection with the art preservative of arts.

"While in conversation with the writer on one of his more recent visits to this city, the 'Judge' produced a magazine and proceeded to read an article discussing the origin of the sign 'O. K.' The article in question quoted the Century Dictionary as saying of the initials 'O. K.': 'Origin obscure; usually said to have been originally used by Andrew Jackson,' and also, 'The abbreviation will be found in Bartlett's Dictionary of Americanisms, second edition, Boston, 1859, page 524;' and further, 'According to the Standard School Dictionary, it is merely an abbreviation for the humorous spelling — "orl korrect."' 'It is amusing, indeed,' said 'Judge' Halloran, 'for one who knows the facts to read all this humbug. The whole truth of the matter is, the O. K. with which union printers are so familiar, originated right here in Milwaukee, and its real meaning is "Old Colonel." "Col." E. M. B. Hasbrouck, an old member of Typographical Union No. 23, was the best proofreader that ever lived — or at least he had no contemporary equal. He was known as the "Old Colonel." It was the custom on the *Evening Wisconsin* in those days to give a second reading to all proofs read by proofreaders, except those read by the "Old Colonel," and to designate those from the others, his initials — O. K.— were written on the margins.'

"'But Judge, "K." does not stand for colonel!'

"'Oh, yes, it does. In this case you must spell it "kernel." Hasbrouck acquired his title from the very peculiar shape of his nose!' said the 'Judge.'"

LACKING IN ADHESIVENESS.

Man with the Bulging Brow — "Who is that chap you were talking to just now?"

Man with the Bulbous Nose — "He's a glue manufacturer, but I've found out that we can't stick him for the drinks."— *C. W. T., in Chicago Tribune.*

NEWSPAPER WORK

BY O. F. BYXBEE.

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate-cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects, to O. F. Byxbee, 4727 Malden street, Chicago. If criticism is desired, a specific request must be made by letter or postal card.

Result of Ad.-setting Contest No. 28.

THE INLAND PRINTER'S twenty-eighth ad.-setting contest was even more successful than the two preceding, there being 119 specimens submitted by 93 contestants. At the time of closing the voting the decisions of all but six of the contestants had been received, making the vote more complete than in any other contest. The three leading ads. are very closely bunched. In compiling the vote of the contestants in this contest, as in those previously conducted, three points were accorded each ad. selected for first place, two points for second, and one point for third. The compositors were not allowed to designate their own ads. for any of the places of honor. The names and addresses of the contestants, together with the numbers of their specimens, and their selections for first, second and third places, are given herewith:

Specimen Nos.			First Choice	Second Choice	Third Choice
1		Ray L. Clapper, Kansas City, Kan.	108	110	46
2		Booker Wilkinson, Memphis, Tenn.	21	22	42
3		Ross F. Barr, Lancaster, Pa.			
4		H. Emmet Green, Anthony, Kan.	69	110	46
5		R. D. Baker, Wilkinsburg, Pa.	4	97	15
6	7	Arthur B. Whitehill, Wilkinsburg, Pa.	68	4	86
8		Harrison Canfield, Boonville, N. Y.	22	30	68
9		John C. Euler, Meadville, Pa.	76	68	77
10		Frank A. Bean, Nashua, N. H.	54	9	30
11		V. W. Grant, Atlanta, Ga.	46	86	53
12		Clyde Hunter, Albion, Mich.	72	30	92
13		Frank R. Wilson, Ambridge, Pa.	62	12	3
14		Olney G. Rorabacher, Kenosha, Wis.	32	30	28
15	16	Elmer Wait, Mt. Morris, Ill.	30	89	92
17		J. P. Verburgt, Milwaukee, Wis.	92	110	97
18		Arthur George, Pittsburg, Pa.	30	102	72
19		H. E. Gelatt, Lamoni, Iowa			
20		Kent S. Frye, Elk River, Minn.	110	97	29
21	22	William E. Amyett, Memphis, Tenn.	69	26	110
23	24	Anton P. Schmitt, St. Louis, Mo.	30	107	86
25	26	R. M. Coffelt, Junction City, Kan.	62	92	44
27		Lucien Workman, Monticello, Mo.	46	94	110
28	107	Warren S. Dressler, Camden, N. J.	93	110	25
29		John Jones, Colfax, Wash.	86	52	92
30		Edward C. Vollmer, Wichita, Kan.	110	46	91
31		George W. Thomson, Kalamazoo, Mich.	4	77	92
32	33	C. E. Singleton, Atlanta, Ga.	46	110	69
34		O. E. Lewis, Elko, Nev.	110	46	92
35	36	J. P. Gomes, Honolulu, Hawaii.	110	76	86
37		H. A. Nelgner, St. Louis, Mo.	38	102	30
38		A. C. Williamson, St. Louis, Mo.	61	30	110
39		William D. Murphy, Wilton, Me.	70	94	54
40		Victor M. Lord, Salem, Mass.	99	110	84
41		Lester J. Skidmore, Auburn, Cal.	44	54	103
42		George Brinkerhoff, Gettysburg, Pa.	21	20	58
43		Russell W. Tallman, Jewell, Iowa.	49	26	88
44		A. L. Anderson, Jewell, Iowa.	77	69	92
45		Ray B. Nicol, Milford, Iowa.	61	68	2
46		T. Harvey Clinger, Philadelphia, Pa.	38	92	100
47	48	Edw. E. Bailey, Centerhall, Pa.	107	104	97
49		Lucius P. Burch, Westerly, R. I.	4	77	43
50	51	Ray S. Winship, Winnetka, Ill.	68	119	112
52		Richard Pollock, Dundee, Scotland.	77	92	86
53		C. A. Gammon, Syracuse, N. Y.	97	42	29
54	55	J. Walter Fies, Philadelphia, Pa.	94	92	97
56		W. A. Phillips, Winnipeg, Man., Canada			
57	58	Fred L. Doyle, Milan, Mo.	85	4	28
59		Louis L. Lehr, Pittsburg, Kan.	92	100	89
60		J. H. Bryant, Grenada, Miss.	87	119	97
61		M. C. Kelter, Clarinda, Iowa.	68	97	80
62		Alice Coffelt, Junction City, Kan.	71	38	28
63	64	Horace J. G. Edwards, Fremantle Prison, W. A.			
65		Richard Box, Quanah, Tex.	92	94	93
66	67	A. B. Leddick, St. Johns, Mich.	2	75	46
68		Irvin C. Whitman, Dexter, Me.	77	30	92
69		John Costin, Laramie, Wyo.	95	93	46
70	71	T. W. Barfield, Wilmington, N. C.	104	86	92
72		George H. Wilson, Port Arthur, Ont., Canada.	46	104	103
73		L. B. Paddock, Barrington, Ill.	92	86	40
74		Winfield Henry Worthen, Greenport, N. Y.	54	70	85
75		Charles B. Kline, New York city.	93	30	25
76	77	Charles F. Oehley, New York city.	102	62	4
78		Russell H. Huntington, West Milton, Pa.	60	46	116
79		W. E. Coffelt, Stafford, Kan.	110	69	26
80	81	Albert Spychalla, Antigo, Wis.	46	93	108
82		Ova Burris, Laramie, Wyo.	110	69	93
83	84	Winfred Arthur Woodis, Worcester, Mass.	111	110	4
85		Ira Leon Evans, Concord, N. H.	86	80	70
86		Arthur Jackson, Grants Pass, Ore.	4	77	110
87		Sam L. Bogasse, Raleigh, N. C.	70	86	61
88		John B. Grosskopf, Petoskey, Mich.	46	100	93
89		Frank Seither, New Orleans, La.	72	60	28
90		C. V. Nelson, Storm Lake, Iowa.	46	110	99
91	92	James E. Hart, Waterford, N. Y.	70	94	68
93	94	Ike V. Davis, Waterford, N. Y.	100	92	110
95		George J. Johnson, St. Johns, Mich.	54	46	4
96		Samuel Block, Verona, N. J.	73	92	93
97		W. J. Nottage, Hillsboro, Ore.	86	106	111
98		Frank D. Starr, Watsonville, Cal.	46	108	109
99	100	Allan G. Campbell, Sedro Woolley, Wash.	86	110	54
101	102	M. K. Van Dusen, Renfrew, Ont., Canada.	105	92	62
103		E. D. Fowler, Greensboro, N. C.	92	46	111
104	105	C. C. Redd, Wilmington, N. C.	46	111	25
106		Clinton E. Holbrook, Boston, Mass.	86	92	80
108	109	Eric Peterson, Fort Wayne, Ind.	46	110	100
110		E. A. Frommader, Moline, Ill.	69	97	100
111		J. F. Moriarity, New Orleans, La.	46	92	10
112	113	F. R. Haven, Barrington, Ill.	86	44	70
114	115	James E. McCleery, Racine, Wis.	68	11	76
116		Andrew Cairns, Edmonton, Alta., Canada.	115	102	97
117		R. J. McClymont, Edmonton, Alta., Canada.	3	62	116
118		W. E. Hefley, Estherville, Iowa.			
119		Vance R. Noe, Estherville, Iowa.			

A full recapitulation of the selections follows:

Specimen No.			Points
1	46	T. Harvey Clinger, Philadelphia, Pa.	47
2	110	E. A. Frommader, Moline, Ill.	43
3	92	James E. Hart, Waterford, N. Y.	41
4	86	Arthur Jackson, Grants Pass, Ore.	30
5	30	Edward C. Vollmer, Wichita, Kan.	23
6	4	H. Emmet Green, Anthony, Kan.	19
7	68	Irvin C. Whitman, Dexter Me.	18
8	69	John Costin, Laramie, Wyo.	16
9	77	Charles F. Oehley, New York city.	16
10	97	W. J. Nottage, Hillsboro, Ore.	16
11	93	Ike V. Davis, Waterford, N. Y.	14
12	54	J. Walter Fies, Philadelphia, Pa.	13
13	70	T. W. Barfield, Wilmington, N. C.	13
14	62	Alice Coffelt, Junction City, Kan.	11
15	94	Ike V. Davis, Waterford, N. Y.	11
16	100	Allan G. Campbell, Sedro Woolley, Wash.	10

Nine points — No. 102.
Eight points — No. 38.
Seven points — Nos. 61, 72, 104, 111.
Six points — Nos. 21, 44, 76, 108.
Five points — Nos. 22, 26, 60, 107.
Four points — Nos. 2, 3, 28, 80, 85, 99, 119.



T. HARVEY CLINGER,
First place.

Iron Fences, Coping, Building Stone, Etc.

FOREIGN AND DOMESTIC GRANITE AND MARBLE

MONUMENTS

GOOD WORK AND RIGHT PRICES :: :: ALL WORK GUARANTEED

BUY OF US AND SAVE AGENTS' COMMISSION

The Park Marble and Granite Works

444 LAKE STREET *R. S. PARK, Proprietor* PETOSKEY, MICH.

No. 46.— First place.



E. A. FROMMADER,
Second place.

Foreign and Domestic Granite and Marble

MONUMENTS

Iron Fences, Coping, Building Stone, Etc.

Good Work and Right Prices :: All Work Guaranteed
Buy of Us and Save Agents' Commission

The Park Marble and Granite Works

444 Lake Street R. S. PARK, Proprietor Petoskey, Michigan

No. 110.— Second place.



JAMES E. HART,
Third place.

FOREIGN and DOMESTIC GRANITE and MARBLE

MONUMENTS

Iron Fences, Coping, Building Stone, etc.

Buy of us and save agents' commission. Good work and right prices. All work guaranteed.

THE PARK MARBLE AND GRANITE WORKS,

R. S. PARK, Proprietor. :: 444 Lake Street, :: Petoskey, Michigan.

No. 92.— Third place.

SUCCESSFUL CONTESTANTS AND WINNING ADS. IN THE INLAND PRINTER'S AD.-SETTING CONTEST No. 28.

Three points — Nos. 25, 32, 42, 49, 71, 73, 87, 89, 95, 105, 115.
Two points — Nos. 9, 11, 12, 20, 29, 52, 75, 103, 106, 116.
One point — Nos. 10, 15, 40, 43, 53, 58, 84, 88, 91, 109, 112.

The three winning ads. secured twenty-five per cent of the largest possible vote, certainly an excellent showing. They are unquestionably the best newspaper ads. submitted, and demonstrate that a composite opinion may be depended upon to bring out the best specimens. There was so little of interest in the copy that an inexperienced compositor would think that there was nothing with which to make an attractive ad., and it really is surprising how much the winning contestants got out of it. Some one item had to be selected and brought out prominently, otherwise the ad. would have lacked character, and "Monuments" was evidently the advertiser's leading line, as it was placed first in his copy and more fully described. Mr. Clinger, in



No. 86.— Fourth place.

his ad. (No. 46), brought out the line more strongly than any other and to this he undoubtedly owes his success in the contest. In fact, he would have had several more points if he had spelled out "Michigan," as several of the contestants considered the abbreviation improper, although there was nothing in the rules against it. Mr. Frommader's ad. (No. 110) is a very close second — for a time, as the voting progressed, it was in the lead. Both are exceptionally well suited for newspaper ads. No. 92 (Mr. Hart's specimen) certainly deserved to be so near the top of the list, and the only reason the others took the lead



No. 30.— Fifth place.

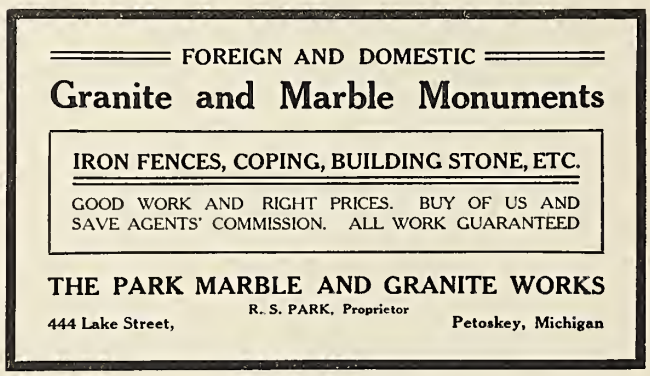
was because they required less time to set. In making a study of the first four ads. following the leaders we find an entirely different and diversified line of work. No. 86 is a very creditable piece of composition from an artistic standpoint, but is more suitable for a title-page than a newspaper ad. The same might be said of No. 4. In Nos. 30 and 68, particularly the latter, there is not sufficient distinctive display, and this criticism applies to the great bulk of ads. submitted in the contest. It is pleasing to note the wide interest taken in these contests. As usual, there are several entries from Canada, and in addition ads. were received from Dundee, Scotland; Honolulu, Hawaii, and from the instructor in printing at Fremantle prison, western Australia. Maine, California, Minnesota, Louisiana and intermediate States are represented. Although the



No. 4.— Sixth place.

foreign ads. failed in securing votes, the selections of the compositors who set them demonstrates that they know good ad. composition when they see it, and next time they will probably give the United States printers a close run. Two of the ads. selected by Mr. Gomes secured second and fourth places, and two selected by Mr. Pollock finished third and fourth. Photographs of the leading contestants are shown herewith, and brief biographical sketches follow:

T. Harvey Clinger was born in Philadelphia in 1870 and has always resided in that city. He learned his trade in the office of George S. Harris & Sons, and was employed there eleven years. For seven years he was con-



No. 68.— Seventh place.

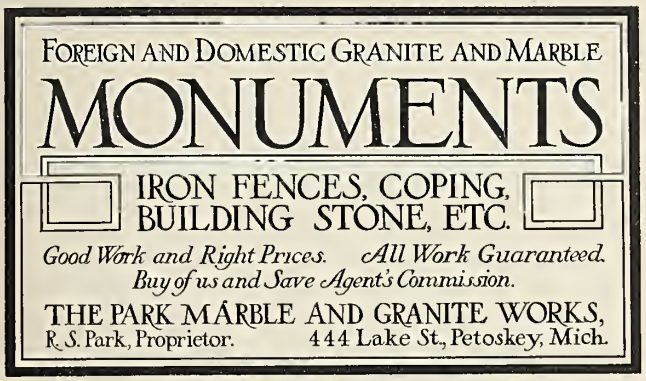
nected with two of Philadelphia's leading newspapers, and the past six years has been managing the printing department of one of the city's largest manufacturers.

E. A. Frommader was born in Jefferson, Wisconsin, in 1880, and served his apprenticeship with the Banner Printing Company, of that city. At present he is designer with Desaulniers & Co., Moline, Illinois, one of the largest printing houses west of Chicago. Mr. Frommader says this is the seventh time he has been among the winners in typographical contests within the past few years.

James E. Hart was born in Waterford, New York, December 6, 1889, and has always lived there. On December 28, 1904, he started to learn his trade with R. D. Palmateer, publisher of the Waterford *Times*, and is still in his employ.

It will be noticed that the winning contestant is just forty years of age, the second man thirty and the third twenty. Mr. Clinger's work always figures prominently in these contests, and several times he has been among the winners. He secured first place once before — in Contest

No. 22 — and has been second three times, in Nos. 21, 23 and 25. Contest No. 24 was a "double header," and Mr. Frommader finished first in both sections. This is Mr. Hart's first appearance, and he deserves congratulations, as his work shows great promise — he will probably soon establish a record for success in THE INLAND PRINTER'S ad.-setting contests. Many interesting letters were received from the contestants, one writing fifteen pages, giving a criticism in detail of each ad. Another calls attention to an amusing feature. He writes: "Although a monument ad. is suggestive of the hereafter, the compositors of Nos. 23 and 24 seem to have brought it out a little stronger by the use of an angel and a fiery ornament — the two extremes." Ray L. Clapper takes a philosophical



Hand-lettered design, submitted by A. T. Gaumer.

view when he says: "My own ad. (No. 1) is entirely wrong. I took the wrong track, and, as a result, the ad. is rotten all around. But, at the same time, I have learned a whole lot about ad. work from this contest, and you may be sure I'll get into some more." That is the spirit which wins in the end. Another similar letter of commendable interest comes from R. M. Coffelt, who writes: "I have secured a scrapbook and pasted each ad. in order, and, when the compositors' names appear in THE INLAND PRINTER, I intend to write each name on the slip, with the standing. It makes a nice book, and something to be proud of. I have interested about all the printers here, and there will be some good ads. from here in the next contest. There is a lady foreman in one of the offices, who is considered A No. 1, and we are going to get her to enter." In addition to the ads. entered in the contest, a hand-lettered design was submitted by A. T. Gaumer, of the *Wood Worker*, Indianapolis, Indiana, a student in the I. T. U. Course in Printing. Mr. Gaumer has brought out "Monuments" nicely, but there is a little too much sameness in the size of letter used for the rest of the ad. His execution, however, certainly deserves commendation. THE INLAND PRINTER'S twenty-ninth contest will be announced next month.

Advertising Brochures.

George L. Roby, publisher of the *Benton Review*, Fowler, Indiana, is using a very effective and unique idea in soliciting from local merchants, in the form of attractive little brochures, particularly appropriate to the season. His latest is an eight-page booklet, printed in two tones of purple ink, and enclosed in a craft-brown cover with the inscription, "Your Easter Advertising." Aside from these words, the cover only contained the cut of an Easter lily, as an embellishment. The inside pages were used for some good, strong advertising talk, a couple of the leading paragraphs reading thus: "The wise merchant has been planning and buying for this particular occasion for several months, and now the arrangements are all completed, with the exception of telling the people what you have done. It is about this feature that we wish to talk with you, and you will find your time well spent in listening to our reasoning." Soon after the holidays, Mr. Roby issued a similar brochure, entitled "Midwinter Clearance Sales." The introductory argument reads as follows:

We have observed that the business houses which flourish and prosper and grow large are the ones that keep the goods moving at some price, taking the cream of their profit in advance showings and mid-season popularity, but as the season wanes the goods move over the counter at a lesser profit, or perhaps the profit disappears altogether, but the goods move out just the same and the merchant gets his money out of the stock to invest in more seasonable merchandise.

Quick sales mean lessened interest charges and the ability to keep a stock up to the minute, and they mean a growing bank account.

The cream has been skimmed from the winter trade.

The holiday rush put the finishing touches to the opportunities which the winter season has to offer.

Optimistic mankind has its eyes turned to the horizon where the purple dawn of springtime will soon break and stir to life the sleeping forces of nature.

It is the season for taking stock and casting up accounts.

What are you going to do within the next thirty days in the matter of getting ready to meet the demands of the spring season?

Are you going to pack a lot of goods in mothballs and camphor, or are you going to put them on the market at a price that will move them and give you the advantage of the cash which they represent?

If you are going to move the goods you will be casting your eye over the field, speculating upon the possible source and scope of patronage which you may reasonably expect, and investigating the best methods of getting your announcement before the people whom you want to reach.

Then follows a description of the field covered by the *Review*, and some telling arguments concerning the *Review* itself, finishing with: "Can you not use some advertising space in a newspaper of that kind?"

How and What to Write.

Newspapers which have a large number of correspondents usually have a printed list of instructions regarding what to write and how to write it. Such instructions not only serve as rules for the guidance of correspondents, but also frequently furnish ideas for new items which are ordinarily overlooked. Such a list appeared about Christmas time in the *West Virginia News*, Ronceverte, West Virginia, and William B. Blake, Jr., writes that "the publication of this so wonderfully improved our country news page that we issued the text in pamphlet form, that it might be forwarded to new or old correspondents as occasion demands." If this improved the country news page of the *News*, perhaps it will help to improve the correspondence departments of other papers, and it is reprinted in full:

The publishers of the *West Virginia News* desire to outline a few simple rules for the guidance of its regular correspondents, and also for those friends who occasionally send in a news item or a news letter for publication. We are always pleased to get any item or items of news from the friends who occasionally contribute, and are under obligation to a large number of excellent correspondents who send us news letters from the different neighborhoods regularly or more or less regularly. We thank them all most heartily and hope they will continue to favor us.

None of the rules which follow are aimed at any one personally; in fact, some of them are seldom violated by any correspondent, and we trust no offense will be taken.

The Aim and the Purpose.— Get all the news that's fit to print and interest as many as possible; not one or two.

First of all, the *News* is a *newspaper*, designed to give the news of the neighborhood, county, State and nation, and no effort should be made to make it the purveyor of mere gossip or the instrument of personal revenge. In disseminating the news it must be reliable and impartial to the utmost degree. Once in a great while some one who has a grudge against a neighbor writes a letter to the *News* in which a sly thrust is made at the person he or she doesn't like. Sometimes it is cleverly disguised and the editors are unable to detect it. This should never be done, and it is earnestly hoped that no correspondent or occasional contributor will so abuse our trust. Personal feeling should never dictate in giving news. Never over-

look the comings and goings of neighhors whom you may not like. Give all tbe news of all the people, whether you like them or not.

Avoid as much as possihle chronicling the calls made hy one neighhor upon another who live upon adjoining farms. There is little news value in such items.

Do not note the calls made hy the beaux on the belles of the neighborhood.

Do not forecast marriages, hut report them after they occur.

In giving the news of a hirth, say: "A son (or daughter) was born to Mr. and Mrs. So-and-so, on such-and-such a day of the week, montb and year." Leave off making comment on the father's actions.

Write about the comings and goings of your neighhorhood — those who visit from a distance or from some other town and neighhorhood, and those who go away on husiness or to visit. Tell whom they are visiting and where and when, and write name plainly and correctly. Don't use nicknames, hut always give the proper names.

Get all deaths, giving full particulars — date, age, residence, cause of death, full name, numher of children, if any left, and where they live, and all other particulars.

Give all marriages and particulars of wedding.

Give account of all accidents; fires; new huildings of importance; sale of farms or large property — who sold and who hought; crimes, if any are committed, with accurate and correct details.

Report large crops and crop prospects.

Report any unusual husiness activity.

Report social events, parties, etc., and give names of those invited or attending.

Report everything of a news character. Leave nothing out which has news value or which will interest readers.

Report nothing of a personal nature or which will wrong anyhody in the slightest.

Don't report rumors which have no foundation or rumors which would injure a person if not truc.

Date the letters and writc with this date in mind.

Tbe foregoing are only the simple rules which should guide the correspondent of a newspaper. Many more might be given, but if these are followed conscientiously hy every correspondent and writer, the *News* will be the hest newspaper puhlished and a credit to the community in which it lives and to the pcople who serve it. It will be a newspaper in the fullest sense, reflecting the community in its proper ligbt to thousands of readers. In justice to his or ber town or neighhorbood, a correspondent should regard these rules, for the puhlishing of trifling gossip and uninteresting events of a town or community discredits the people and the neighborhood and holds them up before others in an improper light. If you haven't time to get every item in readable shape, give the details in order, and the editors will arrange, or rearrange, the matter properly.

The publishers of the *West Virginia News* have decided to discontinue tbe custom of signing a *nom de plume* or fictitious name to the news letters of correspondents in publishing them, as there never was any real reason for such signatures. We prefer that our correspondents he known as our representativcs — as the correspondent of the *News* at this or that place — and not by name, so hereafter no names will be signed to the letters as printed, but every letter must bc signed by the right name of the correspondent, not for puhlication, however. We will just keep the name on file, and will not divulge it except hy permission of the writer. No news will he puhlished tbat comes to us without signature of the writer.

Mr. Blake's resolution not to use *noms de plume* or fictitious names is a good one, as such names are meaningless.

Newspaper Criticisms

The following papers were received, together with requests for criticism, and brief suggestions are made for their improvement:

Jacksonville (Ind.) *Reflector.*— Your issue of February 18 is a very creditahle piece of work.

Beardstown (Ill.) *Illinois-Star.*— Ads. are good and news features well displayed. Your paper needs new head-rules and column-rules badly.

Greenwood (S. C.) *Index.*— Ads. are well displayed and the make-up of your paper gives it a tboroughly metropolitan appearance. The beavy head-rules on the first page are not in harmony with the rest of the work.

Adair (Iowa) *News.*— An excellent paper, well printed and nicely arranged. I would show the arrangement of your first page hut for tbe mechanical difficulties in the way of reproducing half-tones in a zinc etching.

Clinton (Ont.) *New Era.*— It is not a good plan to give up the first page to correspondence. This page should he reserved for local matters of the most importance — matters of the greatest interest to the greatest number. Most of the ads. show good judgmcnt.

Benton Review, Fowlcr, Indiana.— A little more space on either side of tbe date-line is desirahle, and a new heading should he secured at once. The good ad. display and careful make-up deserve better presswork. The impression is not as clear cut is it should be, the trouble apparently resting with the quality of ink used.

Colby (Kan.) *Tribune.*— Plain rules are rapidly superseding ornamental horders for ads. The great variety of horders used in your pages, particularly the twelve-point designs, detract from the otherwise effective display. Stronger headings should be used on the first page.

Martin (Tenn.) *Mail.*— You should avoid the use of several faces of type in a single ad. That of W. Hamp Jones & Brother is a notahle offender, and this ad. also has too many lines of relatively the same size. You certainly have a fine showing of correspondence, ahout twenty-five letters in a single issue. I am wondering if the contrihutors choose their own *noms de plume,* such as "Blue Eyes," "Papa's Bahy" and "Old Maid."

Distinguished Editor Passes Away.

Arthur Frazer Walter, great-grandson of John Walter, founder of the London *Times,* and chairman of the board of directors of that paper, died recently at Brearwood, Berkshire. Mr. Walter had been in full charge of the *Times* since his father's death until two years ago, when Lord Northcliffe gained control.

An Editor of History.

In presenting a sketch of the birth and struggles of the *Spectator,* the first newspaper published in Oregon, which was established at Oregon City in 1846, the *Portland Oregonian* reproduces a letter written by Henry A. G. Lee, a candidate for the editorial chair of the *Spectator,* owned by an association of townspeople, which, in part, is as follows: "Allow me to say, with all due respect, that there is something so humiliating in the idea of being a candidate and electioneering for the office of editor of a newspaper, that I can not bring myself to it without a greater struggle against my feelings than I am able to make at present. If I have any talent for usefulness, it is always at the service of any friends; but it is not in market, to be bid off for dollars and cents."

Troubles of the Press.

Speaking in Clinton Hall, New York city, on "The Ethics of Journalism," Oswald Garrison Villard, editor of the *Evening Post,* said:

"There are very few American newspapers which can be bought outright, but in many cases the same result is obtained by pressure brought to bear on the administration of the paper by the advertiser or a combination of advertisers.

"It has been my actual experience, and I have known of it in other New York papers, that certain advertisers have gone so far as to object to the printing of legitimate news which may be detrimental to them.

"Political bribery is practically nil in this country, except in a few out-of-the-way cases, and I consider the practice of toadying to the advertiser to be the greatest menace to the individual and the integrity of the press."

Original Overcoat Advertising.

Frank Webb, advertising manager for the Baltimore *News,* prepared some copy for an overcoat sale for one of his advertisers that was original and unique. The ads. were changed each issue for a week, and occupied from half a column to half a page. The first ad. was headed with a cut giving a rear view of a man wearing an overcoat, and the display, "Don't look back on this great overcoat opportunity and wish that you had taken it." The next contained a cut of George Washington attired in one of the overcoats, and the heading, "Mr. Washington, himself, we feel convinced, would have been pleased with one of our overcoats." The third was headed with two cuts of overcoated gentlemen, one front view and one rear view, with the display, "From every point of view Hamburger

overcoats are attractive." The next was a large ad., surrounded by cuts of men with overcoats on, both "going and coming," and the heading was, "All around us are men who have taken advantage of this week's overcoat prices." And last was a half-page ad. with outlined half-tones of men in overcoats standing, walking and even lying down, "showing exactly how they wrinkle and how they look in actual live use."

An Unruly Column-rule.

Martin Heine, of the Waterford (Wis.) *Post*, writes as follows: "Under separate cover I am sending you a copy of our paper, and trust you will examine same and I hope help us out with a suggestion. You will note that a column-rule is up on the first page. We locked and relocked the form in every possible shape, but after printing about a dozen papers it would work up again. We are using a new face of type for the first time, also new column-rules, but the trouble is an old one — one that has bothered us before. Tried both new and old column-rules, but it made no difference." *Answer.*— The difficulty you are having is one quite common where new material is used. This is sometimes overcome by locking the form tightly at the bottom and quite loose on the side. If this does not answer the purpose, unlock the form and place a strip of paper or thin cardboard on one or both sides of the offending rule, and relock the form as before. It will be necessary to do this only for a few issues, until material becomes slightly worn.

News Notes.

THE Isabel (Kan.) *Herald* is reported suspended.

THE Moundsville (Va.) *Herald* has closed up shop.

THE Middlefield (O.) *News* plant recently was destroyed by fire.

N. A. HALLIDAY has discontinued the Sagus (Mass.) *Herald*

CENTERTON, Arkansas, is anticipating the establishment of a newspaper.

THE Lafayette *Gazette*, heretofore published weekly, has become a triweekly.

HERETOFORE a daily newspaper, the Donora (Pa.) *News* recently was made a semiweekly.

THE Cincinnati *Times-Star* will erect a seven-story newspaper building on Walnut street.

AT Huntsville, Alabama, the *Mercury-Banner* has forsaken the morning for the evening field.

SIMMONS PUBLISHING COMPANY, Springfield, Ohio, recently sustained a fire loss of $10,000.

IT is reported that W. Robertson Nicoll, editor of the *British Weekly*, will launch a similar publication in this country.

JUDGE JOHN T. MOORE, it is announced, will start a Republican newspaper at Galena, Missouri, with O. M. Osborne as editor.

A NUMBER of Linotypes, together with a new Duplex perfecting press, have been installed by the *Daily Chronicle*, at Marshall, Michigan.

TWO weekly papers — the Cody (Wyo.) *Enterprise* and the *Stock Grower and Farmer* — have been consolidated and will issue twice a week.

THE *Times* plant, at Wilson, North Carolina, recently burned, with a loss of $15,000, will be rebuilt by the P. D. Gold Publishing Company.

AS A result of an exposé in his newspaper of conditions at the county infirmary, Wilson Potts, editor of the Lisbon (Ohio) *Daily Patriot*, was severely beaten and horse-whipped. The editor charges the assault up to the son of the superintendent of the institution.

PROSPECTS for a new Democratic paper at Plymouth, Indiana, are bright. It is said that ex-County Chairman John R. Jones will be business manager.

THE district attorney of New York — William Traverse Jerome — has dropped the libel suits which he instituted against the New York *Evening Journal* two years ago.

STEPS have been taken at Cork, Ireland, to establish a daily newspaper in the interest of the "All-for-Ireland" movement. Cork *Free Press* has been selected as the title.

AT a recent meeting of the New Jersey State Editorial Association, held at Trenton, a resolution was adopted advocating a discontinuance of unlimited free publicity for press agents' matter.

SEVERAL prominent Socialists recently were arrested at Newcastle, Pennsylvania, charged with issuing publications which do not bear the name of the editor or the owners, as required by law.

CHAUNCEY M. DEPEW recently entertained more than a hundred members of the New York State Editorial Association, at a reception given at his home, President Taft being one of the guests.

A MODERN daily newspaper, it is said, will be established at Johnston City, Tennessee. C. G. Bell and S. C. Little are behind the proposed enterprise. Local business men are jubilant over the prospects.

IT is reported that the Portsmouth (N. H.) plant of the Publishers' Paper Company has been sold to the Colonial Paper Company, a subsidiary organization of the United States Playing Card Company, for $1,000,000.

AFTER a stormy career of several years, the Myersville (Md.) *Monitor* has suspended. Editor Ira C. Moser, on account of advocacy of what he considered needed reforms, was attacked on several occasions and his office raided.

AT a recent meeting of the directors of the American Newspaper Association, a resolution was passed urging Congress to extend the period for filing corporation-tax reports until after the final decision of the United States Supreme Court.

HARVEY PORTER LAYTON, formerly a Chicago newspaper man, but who took up residence in San Antonio, Texas, on account of ill health, died recently. While in San Antonio, Mr. Layton edited and published the *Hand-Made Journal*, which was issued in handwriting, on brown paper, type and presses having no part in its production.

MRS. M. T. B. HANNA is the editor of a new magazine in the interests of woman suffrage, which is published at Edmounds, Washington, and known as *Votes for Women*. Mrs. Hanna, who is a widow, did not enter newspaper work until forty-seven years of age, but she established the Edmounds *Review*, and made such a financial success of it there seems to be little doubt of a bright future for her new publication, which already is becoming national in scope.

New Publications.

Easton, Md.— *Star-Democrat.*
New Canaan, Conn.— *Messenger.*
Annapolis, Md.— *Maryland Gazette.*
Settler, Ala.— *Citizen.* Will Godson.
Chapman, Kan.— *Gazette.* E. F. Halbert.
Fall River, Kan.— *Times.* Ray W. Ferrell.
Millersburg, Ky.— *Bulletin.* W. A. Gardner.
Bristol, Tenn.— *Weekly Independent.* J. Edgar Smith.
Cartersville, Ga.— *Barton Tribune.* Perry & Callahan.

Bethany, Mo.— *Democrat.* N. S. De Motte to D. A. Reid.

Parkersburg, W. Va.— *Methodist Herald.* John A. Grose.

Schenectady, N. Y.— *Mohawk Valley Post.* German semiweekly.

Milwaukee, Wis.— *Butter, Cheese and Egg Journal.* H. P. Olson.

Atlanta, Ga.— The *Colored People's Magazine.* Welborn V. Jenkins.

Norwood, Ohio.— *Republican.* Company incorporated, with $25,000 capital.

Nashville, Tenn.— *Presbyterian Advance.* The Advance Publishing Company.

Glenwood, Iowa.—*American Fruit and Poultry Magazine.* W. E. Broadfield.

New Philadelphia, Ohio.— *Tuscarawas County Independent.* Oliver I. Jones.

Charleston, W. Va.— *News-Record.* Thomas D. English, R. Ray and Donald Cork.

Dublin, Ga.— The *Laurens County Herald.* G. B. Stallings and Ernest A. Campbell.

Houston, Tex.— *Texas Tradesman.* Clyde C. Buckingham, publisher. Devoted to mercantile interests.

Changes of Ownership.

Palmer, Kan.— *Index.*

Stanford, Ky.— *Journal.*

Wilsey, Kan.— *Warbler.*

Atlantic, Iowa.— *Telegraph.*

Neroburg, Mo.— *Independent.*

Delta, Iowa.— *Press.* A. E. Grinn to Jesse Lewis.

Kansas, Ill.— *Journal.* C. S. Smith to R. Webster.

Troy, Ind.— *Times.* Reported sold to O. J. Baertich.

Easton, Md.— *Star-Democrat.* Sold to stock company.

Oceola, Ark.— *Press.* Benton & Hanson to J. F. Cross.

Lindsay, Ont.— *Watchman-Warder.* New owner, Allan Gilles.

Niagara Falls, Ont.— *Record.* J. E. P. Rothwell, new owner.

Port Elgin, Ont.— *Times.* J. Ross Monroe to E. Roy Sayles.

Homer, Neb.— *Free Press.* W. F. Bancroft to R. J. Taylor.

Springfield, Ill.— *News.* Charles H. May to V. E. Bender.

Lyons, Neb.— *Sun.* Charles G. Ott to his partner, J. J. Hayden.

New Hampton, Pa.— *Tribune.* J. A. Bishop to E. J. Fueling.

Craig, Mo.— *Leader.* W. H. Hambaugh to George A. Sterling.

Muscotah, Kan.— *Record.* J. A. Shoemaker to P. J. Cortelyou.

Warren, Pa.— *Mail.* Taken over by J. A. Larson and S. M. Sloan.

Sinton, Tex.— *News.* News Publishing Company to Ray L. Carter.

Carmi, Ill.— *Times.* Times Publishing Company to W. Frank Littleton.

Selinsgrove, Pa.— *Times.* Joseph G. Lesher & Son to Marion S. Shoch.

Burkesville, Ky.— *Cumberland County News.* New owner, S. A. Cary.

Lucknow, Ont.— *Sentinel.* James L. Naylor to Alexander D. McKenzie.

Worthington, Minn.—*Advance-Herald.* Herbert H. Smith to B. S. Milton.

Kingwood, W. Va.— The *Argus.* New owners are P. J. Crogan and W. G. Brown.

Centerville, Md.— *Record.* Controlling interest purchased by Edwin H. Brown.

Columbus, Ohio.— *News.* W. P. Harrison and Joseph H. Carper to Allen D. Albert, Jr.

Shelbyville, Ind.— *Daily Republican.* J. Walter Elliott and James Phillipi, new managers.

Brockwayville, Pa.— *Record.* Sold to a corporation. George R. Adams, managing editor.

Sparta, Wis.—*Advertiser.* J. W. Dorrington and H. V. Ross to former owner, L. D. Merrill.

Arkansas City, Ark.— *Enterprise.* J. W. Davis to William Downey. Name changed to *Democrat.*

Annapolis, Md.— *Weekly Gazette.* Taken over by the *Evening Capital,* and made its weekly edition.

Saginaw, Mich.— *News.* Eugene McSweeney and John T. Winship to Ralph H. Booth, Detroit, and others.

Atlantic, Iowa.— *Telegraph.* T. T. and F. L. Anderson to William H. Wiseman, an engraver of Des Moines.

Urbana, Ohio.— *Daily Times-Citizen* and *Morning Tribune.* New owner, Gaumer Publishing Company.

Piqua, Ohio.— *Daily Call.* H. R. Snyder to Merritt C. Speidel and Daniel F. Cook, of Port Jervis, New York.

Birmingham, Ala.— *News.* Estate of Gen. Rufus N. Rhodes to Frank P. Glass, of the Montgomery *Advertiser.*

Greenfield, Ind.— *Weekly Republican* and *Daily Tribune.* W. S. Montgomery to Newton R. Spencer, owner of the *Daily Reporter.*

Deaths.

Holland, N. Y.— Frank H. Selleck, editor of the *Review.*

Marietta, Ohio.— J. Henton Carter, a Civil War newspaper veteran.

Pottsville, Pa.— Solomon Foster, founder of the *Evening Chronicle.*

Baltimore, Md.— W. C. Cameron, editor of the Winona (Md.) *Republican.*

St. Cloud, Minn.— C. W. Benedict, founder of the Sauk Rapids *Frontiersman.*

New York, N. Y.— James S. Ogilvie, founder of the printing-house of J. S. Ogilvie & Co.

Bedford, Ohio.— James Sumner Cockett, publisher of Cockett's weeklies, of Cuyahoga county.

Ashtabula, Ohio.— W. W. Scott, president of the company publishing the *Beacon-Record,* and former secretary of the Ohio Editorial Association.

UNWRITABLE ENGLISH.

"Did you know that there is at least one sentence in the English language that can be spoken, but that it is impossible to write?" asked a Cambridge University don the other day. "Yes, it's correct English, I suppose, and then again it isn't. Here is the sentence, although I vow I don't know how you are going to write it: 'There are three two's in the English language.' You see, if you spell two, 't-w-o,' the sentence is incorrect, as it likewise is if you spell it either 't-o-o' or 't-o.' Catch the point? Really, it is incorrect to say it, although it should be possible to express the thought. This thing has set me going, and it simply goes to show what a tangle the English language is. There certainly is a word 'two' and a word 'too' and another 'to,' and they are all three pronounced alike — two, too, or to — which makes it correct to say: 'There are three two's, or 'three too's' or 'three to's,' in the English language. But what's the use?"

JOB COMPOSITION

BY F. J. TREZISE.

In this series of articles the problems of job composition will be discussed, and illustrated with numerous examples. These discussions and examples will be specialized and treated as exhaustively as possible, the examples being criticised on fundamental principles—the basis of all art expression. By this method the printer will develop his taste and skill, not on mere dogmatic assertion, but on recognized and clearly defined laws.

We often wonder why so many printers seem to have an aversion to white space in a typographical design — why they seem to think it necessary to cover a page completely with type in an endeavor to get what they term a proper display. Too much of the typography of to-day shows this feature, although it is gratifying to note that designs of this class are becoming less common.

Display, to the printer, means the setting of certain lines or groups of lines in such manner that they will stand out and command the attention of the reader — forcibly attract the eye. It means something different from the page of solid straight matter, which is not intended to arrest the reader's eye at a glance. But spreading the text of a title-page or other piece of "display" printing all over the page, setting all of it in large, or comparatively large, type, does not constitute display. It makes it little, if any, easier to read than if it were set in the smaller type. But where we put a line or group of lines in large type, subordinate the balance of the text, and surround the lines or groups with a generous amount of white space, then, and then only, do we realize the possibilities of display. Until the printer comes to the realization of the fact that large type and display are not necessarily synonymous terms, he will not achieve great things in typography. He must consider that display is a relative matter, and that an eighteen-point line surrounded by six-point is better displayed than is a thirty-point line surrounded by twenty-four-point. The contrast is greater, and the line attracts the eye more quickly. The same is true of white space around a line or group of lines.

White space, and plenty of it, is one of the chief requisites in producing pleasing typography. Occasionally one may fill up a design to advantage, but usually a regard for refinement will prevent the use of large type in an effort to cover all the space. Mr. E. A. Batchelder, in "The Principles of Design," voices his approval of the use of generous margins and restraint in the sizes of type in an interesting manner. Taking the design of a letter as an example, he says: "How many of us consider the value of a carefully designed letter? We have to judge the personality of many men by the letters they write. A letter may well be a subject for the application of the principles of design. First of all do not allow the letter-heading to be conspicuous. It is disagreeable to have a man shout at our

The Towson Athletic Association Souvenir

PUBLISHED IN CONNECTION WITH

THE ATHLETIC FAIR

HELD AT THE ELKS' HALL, TOWSON, MD.

FEBRUARY 2, 3, 4, 5, 1910.

(FOR THE BENEFIT OF THE ASSOCIATION)

THE SOUVENIR COMMITTEE:

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W. CARROLL VAN HORN
G. WILLIAM PARKER
GEORGE Y. MASSENBURG
J MILTON GREEN

FIG. 1.— While the margins around this page are generous, the lack of a judicious distribution of white space in the design is particularly noticeable.

ears, or at our eyes, either. Be satisfied with a simple, well-spaced heading. Then think carefully of the body of the letter; watch the margins and allow a bit of silence all about the writing."

"A bit of silence all about the writing" — an unusual expression, but one which is particularly fitting, and one which the display printer may well take to heart. The white space which he characterizes "a bit of silence" is what differentiates between the crowded job which "shouts save, perhaps, in the generous outer margins, and the large type-faces and method of spreading them over the whole space counteract that.

In direct contrast to this effect, note that produced in the page shown in Fig. 2. Here white space has been used advantageously. The outer margins, on account of having a border, are less than in the other example, but the generous allowance within the border gives ample opportunity for contrast without type large enough to offend the eye.

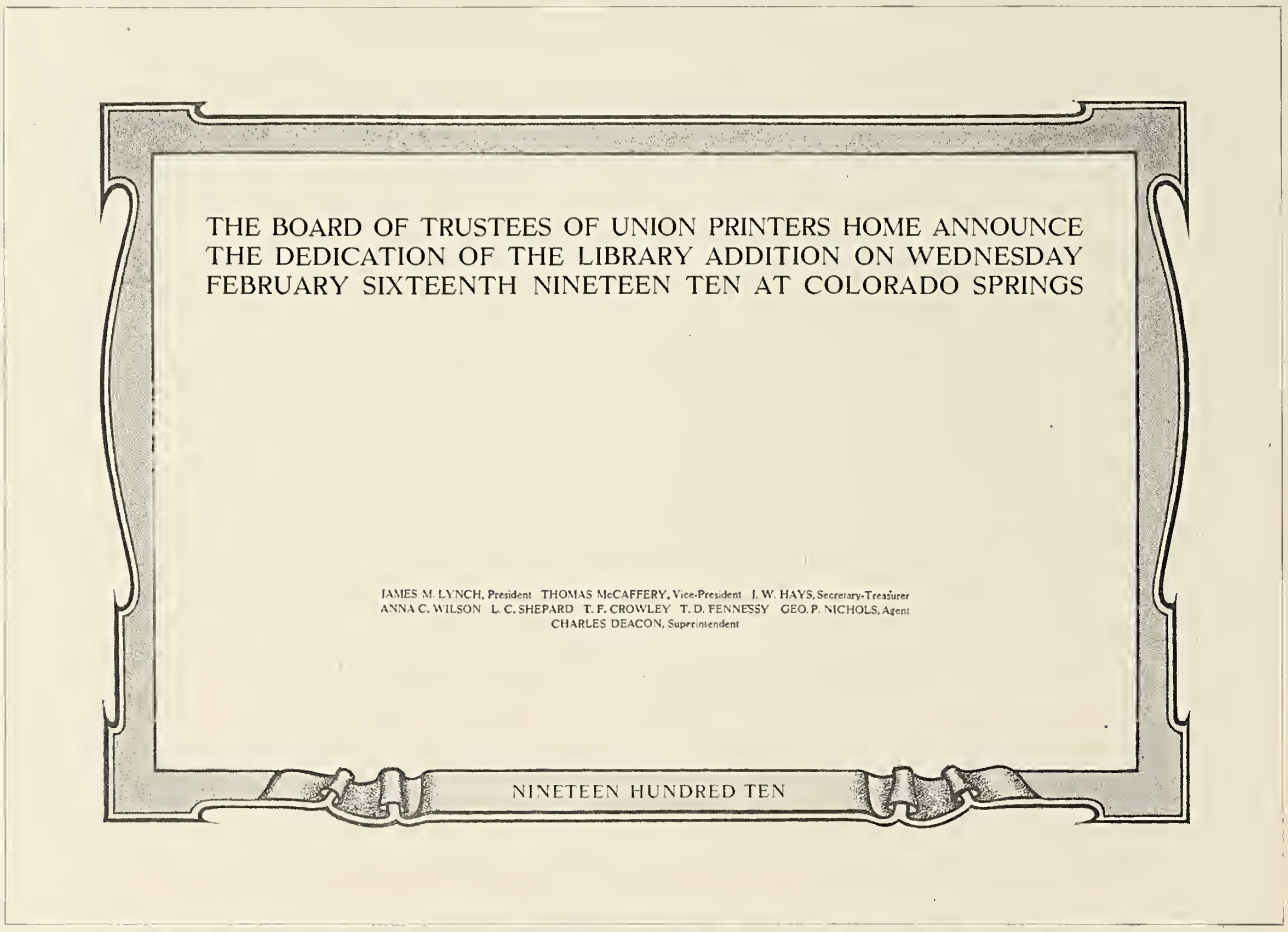


Fig. 2.— In this page a careful regard for "whiting-out" results in a definite, pleasing design as compared with Fig. 1. In the original the border was in a tint.

at our eyes" and the refined typography which is invariably pleasing.

The need for a little more restraint in connection with the use of large type-faces is apparent in much of our typography. Of course, the job-printer has some excuse for this error, as compared to the book-printer, in that his work is a mixture of posters, sale bills, title-pages, etc., and the influence of the coarser work will be displayed unconsciously in whatever of the finer work he is called upon to do. Simplicity of design and refinement in the sizes of type-faces go hand in hand.

Let us consider for a moment this question of white space as related to display. In Fig. 1 we have a title-page of a booklet. The original is 7½ by 10¾ inches in size. The margins around the page are generous, but the compositor, in order to get the greatest amount of "display," has otherwise filled up the page completely, using comparatively large type for all the lines. The page fairly shouts at you. In looking at the original we have a desire to hold it off at arm's length, in order to be able to read it without a strain on the eyes. There is no "bit of silence" in evidence in connection with this piece of typography. The page presents a definite design — something which is pleasing and shows thought and a regard for proportions — rather than a jumble of lines which are in contour unrelated. The original of this page was the same size as the original of that shown in Fig. 1.

One must, of course, distribute the white in such manner that the various spaces are in proportion, one to the other. Nothing is more displeasing in a typographical design than the lines strung out one after the other with equal amounts of white between. This is noticeable in Fig. 1. Even though none of the type on this page were changed, the grouping of the lines following the first one, and preceding the dash, would aid materially in securing a more pleasing result.

Between the two pages here shown there is little in common. The one is bold and offensive — the other is neat, dignified and pleasing. It is refined typography. Call it "good taste," or what you will, the fact remains that it is an exceedingly simple arrangement, and owes most of its beauty to a judicious and careful use of white space, both in the amount of the space and the manner in which it is broken up.

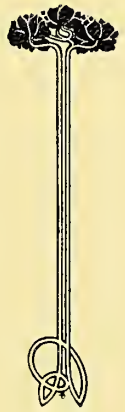


A page cut in patent leather. The design is from an advertisement by Berger & Wirth, Ink Manufacturers, Leipzig, Germany.

CATALOGUE OF THE

BARTLON ACADEMY

LOMBARDY ST., BARTLON, VA.



SESSION: TUESDAY, SEPTEMBER 28, 1909

CATALOGUE OF THE

BARTLON ACADEMY

SESSION: TUES., SEPTEMBER 28, 1909

LOMBARDY ST., BARTLON, VA.

Two widely differing arrangements of the same copy.

CAMPING IN THE MOUNTAINS

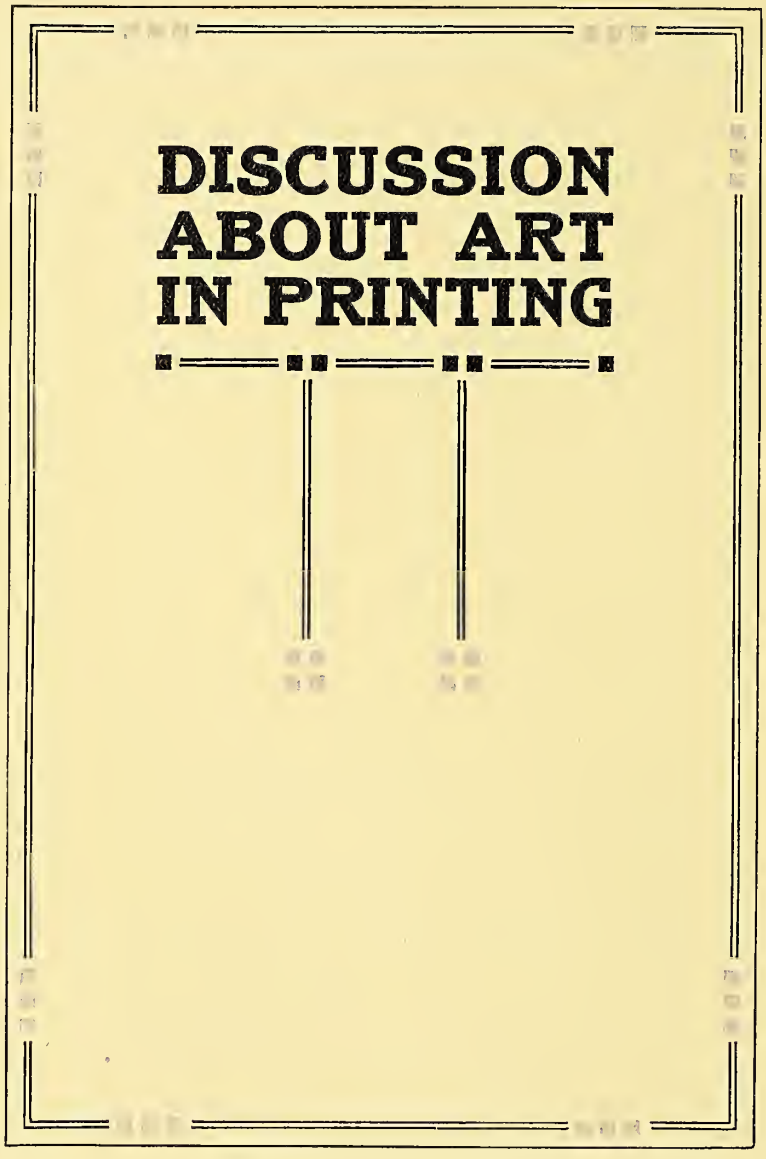
A GUIDE TO THE MOST DESIRABLE CAMPING PLACES IN COLORADO, UTAH, NEW MEXICO, ARIZONA AND CALIFORNIA

JUST ISSUED BY THE PASSENGER DEPARTMENT OF THE
CHICAGO & CALIFORNIA RAILWAY

CAMPING IN THE MOUNTAINS

¶ A Guide to the Most Desirable Camping Places in Colorado, Utah, New Mexico, Arizona and California. Just Issued by the Passenger Department of the Chicago & California Railway.

Another illustration of varying designs for a certain piece of copy.



A page showing an interesting use of the popular geometric ornaments.

Gothic Architecture

A Treatise on the Gothic Style

Printed at the Franklin Press
Philadelphia

An interesting study in balance. From a design by an I. T. U. student.

Jameston Lumber &
Storage Company

EDGAR W. EVANS, President
GEORGE E. BAXTER, Treasurer

Wholesale and Retail Lumber Dealers

342 Medford Street Charlestown District

Jameston, Mass., ... 19

JAMESTON LUMBER & STORAGE CO.

EDGAR W. EVANS, President GEORGE E. BAXTER, Treasurer

WHOLESALE AND RETAIL

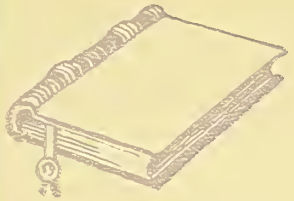
Lumber Dealers

342 Medford St., Charlestown District

Jameston, Mass., 19

Two simple, but effective, letter-head arrangements.

VALUE OF READING



Sent to You with Compliments from the Old

VIRGINIA BOOK SHOP

PURVEYORS OF BOOKS OF ALL KINDS

35 ELK STREET .·. CHICAGO, ILL.

VALUE OF READING

¶ It lies not in the fact that you accept what you read as truth. The big value is that it makes you think for yourself, opens the way for you to reach new conclusions and form new ideas in your mind.

¶ I used to keep away from church because I didn't believe all the ministers said. Then I discovered that I didn't need to—I could go, listen and think about it and get something to help myself with.

¶ There are lots of folks that don't read because they don't agree, and they feel that without agreement the time is ill spent.

¶ Reading tickles your brain and it stirs itself to activity, and brain activity is the one thing in the world that makes you desirable as a citizen. Don't pass Elbert Hubbard or Lyman Abbott up because you don't agree with him. Read and then think of *your* idea of the same thing.

¶ This is very physical culture for mind.

Barstow.

Interesting suggestions for booklet pages.

PRICE LIST

Sterling Silver Ware

J. HARRIMAN & CO.
Chicago

An interesting cover-page, adapted from a design by a student of the I. T. U. Course in Printing.

SPECIMENS

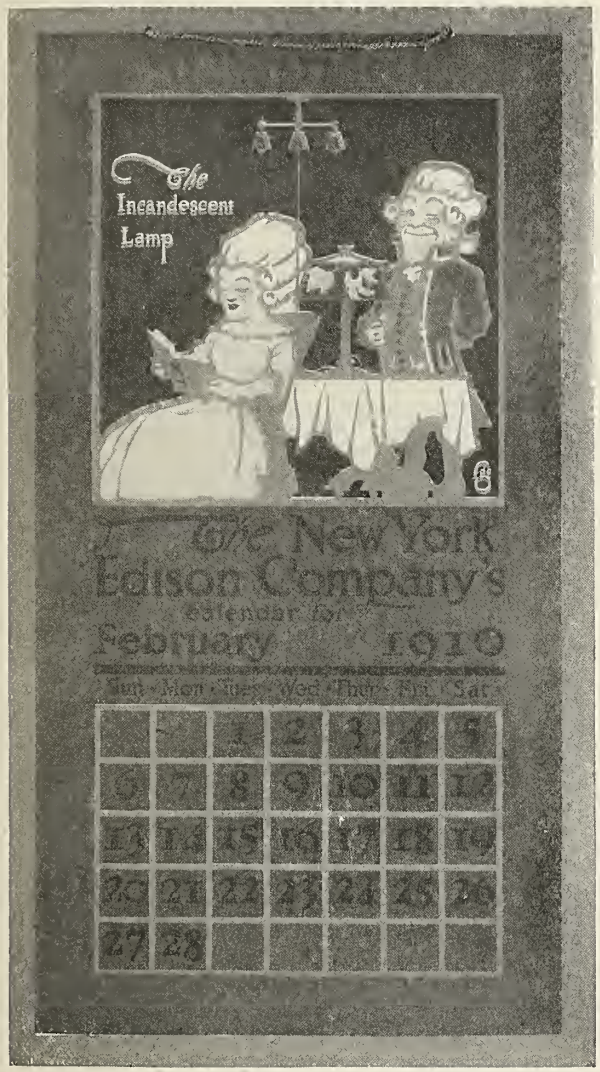
BY F. J. TREZISE.

Under this head will be briefly reviewed brochures, booklets and specimens of printing sent in for criticism. Literature submitted for this purpose should be marked "For Criticism," and directed to The Inland Printer Company, Chicago.

Postage on packages containing specimens must not be included in packages of specimens, unless letter postage is placed on the entire package.

E. F. BURGE, St. Joseph, Michigan.— The motto is very attractive in arrangement and the colors are pleasing.

THE New York Edison Company's calendar for February, March and April is unique and thoroughly in keeping with the style of advertising generally used by this concern. Each month is on a sheet by itself, the



Unique calendar of the New York Edison Company.

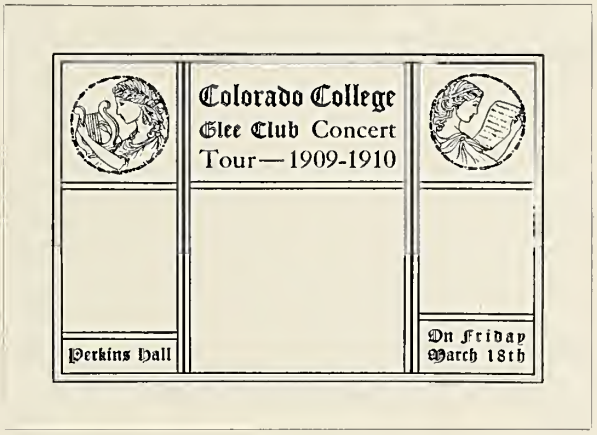
illustrations at the top being different. It is printed in black, orange, blue and brown, on light brown stock, and the effect is very striking. We show herewith a reproduction of one of the pages.

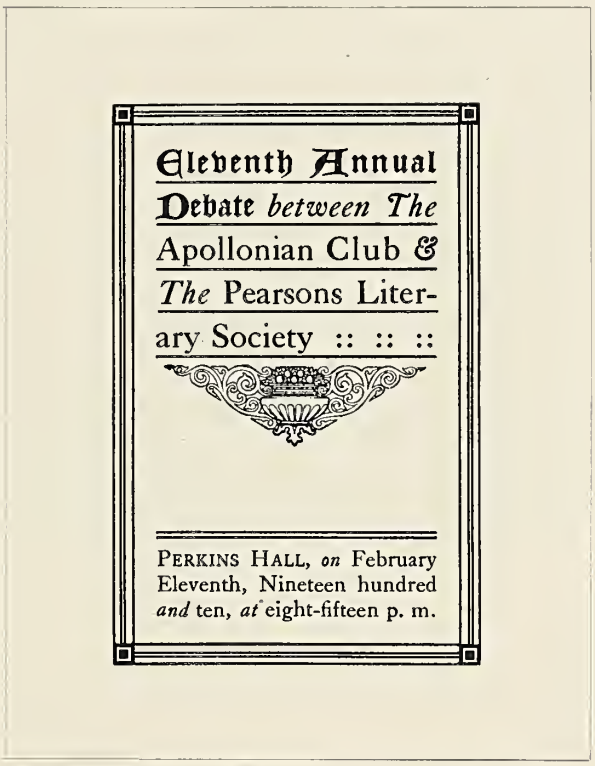
1–7

A MOTTO-CARD in red, brown and gold, on brown stock, issued by C. B. Cottrell & Sons Company, is very pleasing.

A CIRCULAR from Edw. H. Lisk, Troy, New York, printed in two browns on light brown hand-made paper, is one of the richest specimens of the month.

FROM H. S. Smith, Colorado Springs, Colorado, has come a package of unusually interesting specimens, two of which we reproduce herewith. The page for the Colorado College Glee Club shows a pleasing breaking up of spaces.





Two designs by H. S. Smith, Colorado Springs, Colorado.

EUREKA PRINTING COMPANY, Eureka, California.— The calendar is very creditable in design and, considering the press on which it was printed, well printed.

P. H. LORENTZ, Buckhannon, West Virginia.— The letter-head and envelope are excellent in design and the color combinations are especially pleasing.

THE Weber-Kelly Company, Cleveland, Ohio, makes its bow to the users of printing in an attractive four-page circular, well printed in brown ink on brown stock.

GEO. H. CHAMBERLAIN, Marshall, Minnesota.— The place-card is one of the most clever and original "stunts" that we have seen, and should prove quite satisfactory.

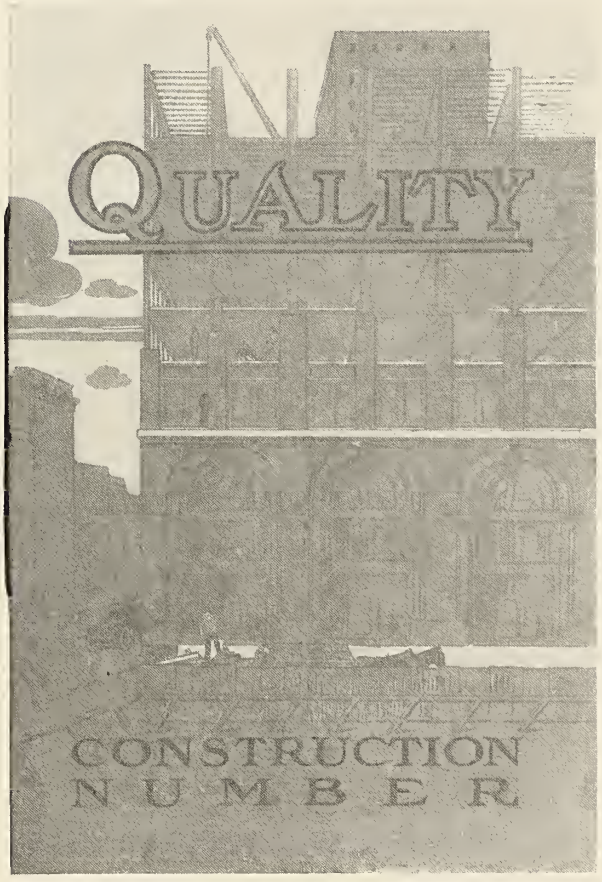
R. M. COFFELT, Junction City, Kansas.— The specimens are very creditable, and we find in them little to criticize. Plain, simple designs, such as that you have used for the letter-head for the police department, can

not but be satisfactory. On the Muenzenmayer letter-head, however, the face used in the date-line seems out of harmony with the balance of the type used.

W. H. BARNETT, Caldwell, Idaho.— The specimen which you sent is very creditable. The breaking up of spaces is pleasing, and the display is quite satisfactory.

AMONG the calendars of the month that of the Dexter Folder Company stands out prominently. It is handsome in design and well printed in blue, orange, gold and black.

"QUALITY," the house organ of the Binner-Wells Company, Chicago, appears in the latest issue in exceptionally attractive form. It is called a "Construction Number," and deals with the construction of the catalogue, drawing an analogy between that and building construction, and incidentally allowing the use of some excellent half-tones of construction



A Binner-Wells cover.

work. The text pages are unique in design and printed in black, gray-green and yellow on white stock. We show herewith a reproduction of one of them. The whole work is handled in the style characteristic of the Binner-Wells Company.

JOHN F. OSTENKAMP, Newark, New Jersey.— The specimens are all examples of simple, dignified type arrangements, and we find nothing to criticize in any of them.

THE John T. Palmer Company, Philadelphia, Pennsylvania, has issued an interesting blotter, containing half-tone portraits of all the vice-presidents of the United States.

THE Monarch Printing Company, Council Bluffs, Iowa, is issuing an attractive little house organ, entitled, "What's Doin'." It is neatly printed and should attract business.

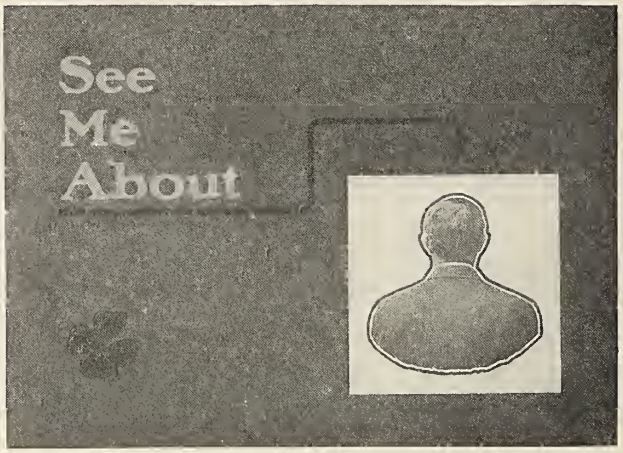
THE CENTURY PRESS, Waukegan, Illinois.— The letter-head is pleasing in design and color combination. We would suggest a trifle less space between words in the firm name.

T. ALFRED WILLIAMS, New York, N. Y.— The Dunning System folder is a clever idea and works out well. The letter-spacing of the text on the center page is rather unfortunate.

THE REVEILLE PRESS, Vevay, Indiana.— The Wilson Furniture Company's catalogue is an excellent piece of work. Especially noticeable is the cover, the embossing being unusually good.

THE new catalogue of The Bates Machine Company is a very comprehensive showing of the various numbering machines made by this firm. It consists of thirty-six pages and cover, fully illustrated. The printing, especially the half-tones, is not satisfactory, however, partially due to the quality of paper used.

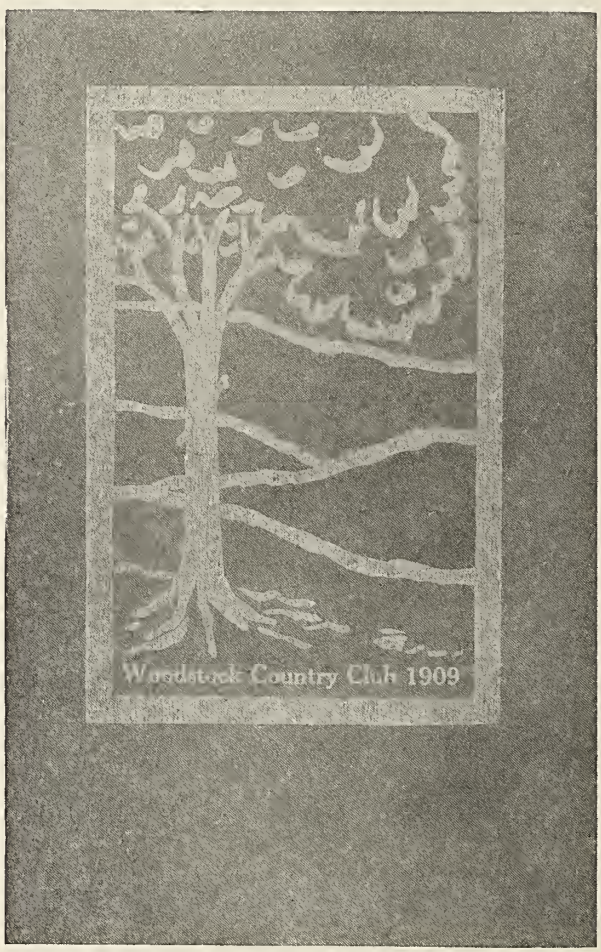
A MAILING-CARD that will be certain to attract attention is that recently sent out by William E. Jordans, representing The Clover Press, Incorporated, New York. We show herewith a reproduction. The card is dark gray,



Interesting mailing-card, by William E. Jordans, New York.

with the lettering in white, the rule in red and the clover in green. The cut is printed on white stock, in the shape of a four-page circular and tipped on, the advertisement proper being on the third page of the circular.

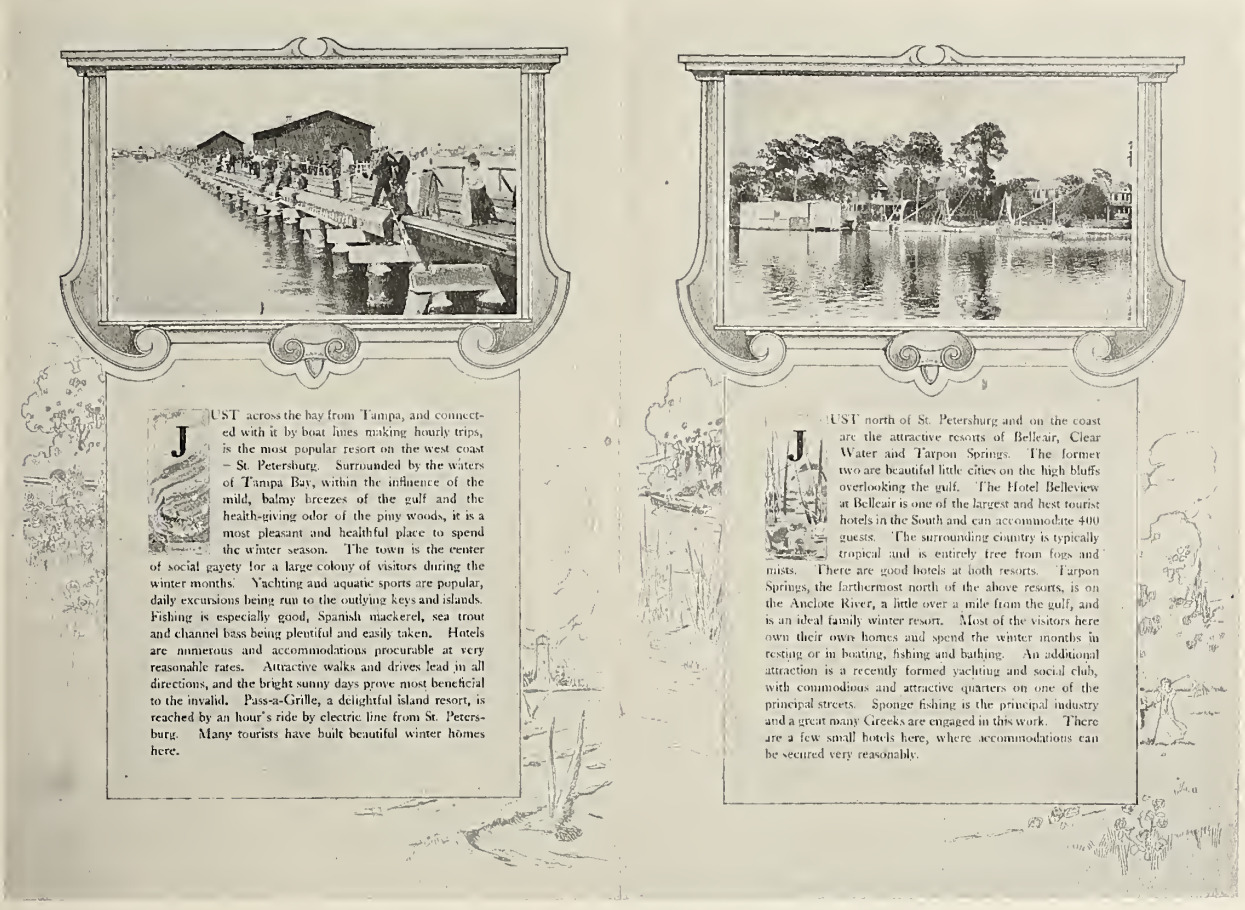
THE directing genius of The Elm Tree Press, Woodstock, Vermont, whoever he may be, is a craftsman. We have just received a package of specimens from that firm and a careful review of them bears out the assertion



Cover from wood block, by The Elm Tree Press, Woodstock, Vermont.

that The Elm Tree Press regards printing as a fine art. The best of stock, careful typography and excellent presswork, all combine to make all of the work uniformly good. Perhaps one of the most interesting specimens is the cover of a booklet for a country club, a reproduction of which we show herewith. The original is printed in white ink on blue stock, from a wood block, the lettering being from type. But one impression was given the form, and the grain of the wood shows distinctly, giving an unusual and pleasing effect.

RARELY does one have the opportunity of looking over such high-grade printing as that contained in a recent portfolio from the Corbitt Railway Printing Company, Chicago. The portfolio itself, issued for distribution among buyers of railroad printing and filled with examples of railroad literature, is worthy of especial mention. It is made of thin wood veneer, embossed, with a handsome illustration in colors tipped on the front, the whole being inserted in a case of the same material. As for the booklet



Attractive booklet pages, by the Corbitt Railway Printing Company, Chicago.

examples contained in the portfolio, they are superb. Design, typography, color and presswork are all of the well-known Corbitt character. We show herewith a reproduction of two of the pages of a booklet entitled, "Winter Time in Summer Land," which will give an idea of the character of the work. The original is in colors.

THE new calendar of the McKenzie Engraving Company, Boston, Massachusetts, is a most attractive piece of embossing and colorwork — one of the daintiest that has reached this department.

H. W. LEGGETT, Ottawa, Ontario.— The announcement page is very attractive in design. Of the two we prefer the one in blue and orange. The hand-lettered visiting-cards are very neat and tasty.

WM. C. MAGEE, Philadelphia, Pennsylvania.— The cover-page design is excellent, and we congratulate you upon the result. The advertisements are also well designed and we find in them nothing to criticize.

W. L. SMITH, Cincinnati, Ohio.— The specimens submitted are exceptionally attractive — among the neatest that we have seen in some time. The color combination of black and orange is especially pleasing.

B. H. MILLER, Portland, Oregon.— The specimens are all good, the large four-page circular in brown ink being very pleasing. We note a tendency toward excessive spacing between words where all capitals are used.

ED TOWSE, Honolulu, H. T.— The leaflet which you have submitted for criticism is very poorly printed. The type arrangement is acceptable, but the form was not properly made ready and there is not enough ink on the job. The use of the hair-line rules should be avoided, as they are very apt to give broken lines, especially on rough, hard stock.

SPENCER F. KILE, Lowell, Ohio.— The calendar is a clever design and should prove a good advertisement. The green ink is a trifle strong for a background color and the stock is not suitable for half-tone printing.

ELKHART PRINTING COMPANY, Elkhart, Indiana.— The specimens, especially the programs, are exceptionally attractive, and show a clever originality. The color-printing and the embossing on the letter-head are also worthy of note.

GEO. E. BARROWS, Mattapoisett, Massachusetts.— More contrast in sizes of type used in the various jobs would result in a great improvement. This is especially true of the two flyers. Too many lines set in the larger sizes results in a crowded appearance and the page is hard to read. One should not overlook the value of white space. The flyers would be more pleasing if the outer margins were a trifle larger.

WAVE PUBLISHING COMPANY, Rockaway Beach, New York.— The commercial specimens are very good. The color combination on the blotter is rather "flashy," and we would prefer a brown to the red in combination with the light blue.

D. M. GROSS, New Richmond, Wisconsin.— The blotter is very neat and attractive in arrangement, and well written, although it contains several typographical errors. Where the rules at one's disposal are badly worn it is better to use borders.

C. B. COTTRELL & SONS COMPANY has launched a new house organ, called *Cottrell's Magazine*. It is edited by David Gibson, and the first two numbers are gotten up in such manner as to assure the success and popularity of the venture.

A RECENT booklet by the American Writing Paper Company, Holyoke, Massachusetts, issued to further the interests of its Progressive papers, is nicely gotten up and well printed, showing various classes of work on the papers best adapted to them.

J. W. GRISHAM, Memphis, Tennessee.— The arrangement of the specimen which you sent in for criticism is all that could be desired. It is excellently displayed. Personally, however, we think that the color combination could be greatly improved. The brown which has been used does not lend

itself readily to the production of half-tones, and the gold is hard on the eyes. Black for the cuts, gray for the text, and an orange-brown for the rules would have made a more readable piece of work.

THE January issue of "The Spectrum," one of the five house organs of the Sherwin-Williams Company, Cleveland, Ohio, is at hand, and is a very interesting and attractive little publication. It is well printed in two colors, with a striking cover.

A PACKAGE of commercial specimens from Arthur H. Farrow, Newark, New Jersey, shows a careful regard for simple typography, accompanied by fitting stock and color combinations. The accompanying reproductions of a cover-page and a ticket will serve to illustrate this simplicity of treatment.

SMOKER, given by BATTERY "A," Field Artillery, N. G. N. J., at their Armory, No. 77 North Clinton Street, East Orange, Thursday evening, January twenty-seventh, nineteen hundred *and* ten, at a quarter past eight o'clock



Admit one

Passaic River Yacht Club

Constitution and By-Laws

Good typography, by Arthur H. Farrow, Newark, New Jersey.

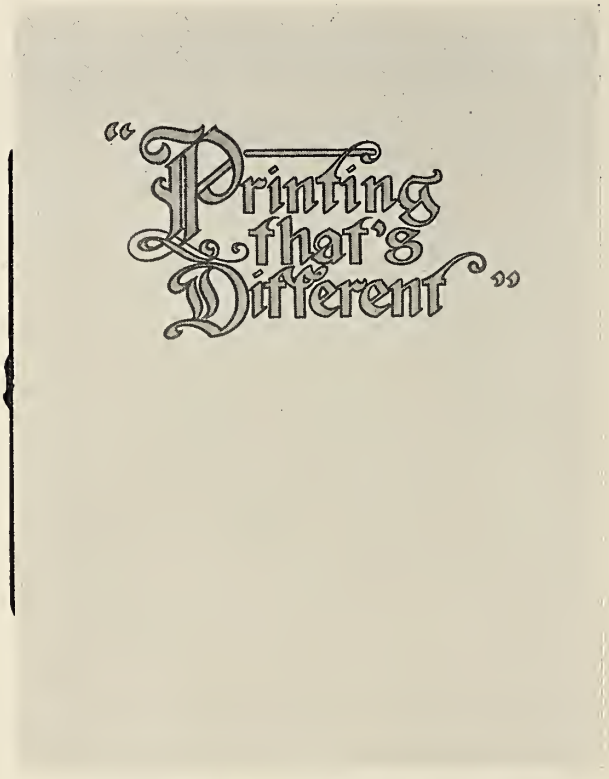
R. J. MORRIS, Monroe, Louisiana.— The cover is an original and clever conception, and presents a good appearance. As an architectural design it would be more structural if the band across the top were not entirely broken by the scroll ornament.

THE RAUCH & LANG CARRIAGE COMPANY, Cleveland, Ohio, has recently issued an elaborate catalogue descriptive of its electric carriages. It is excellently illustrated and printed in black and orange-brown, in the well-known quality of Corday & Gross.

THE letter-heads now being used by New York Typographical Union, No. 6, are among the most elaborate and artistic that we have seen. They are in blue, gold and light green, on green tinted stock, with the number of the union heavily embossed in gold.

A COPY of "The Man-o'-Warsman," devoted to the interests of the United States navy and marine corps, is at hand. With the exception of the poor appearance of the half-tones, largely due to the inferior quality of the stock used, the book is quite satisfactory.

IN a booklet entitled, "Printing That's Different," the Masterson Print Shop, Kansas City, Missouri, has produced one of the handsomest pieces of printing of the month. It is strikingly simple in design, but the excel-



Striking cover, by Masterson Print Shop, Kansas City.

lence of the stock, embossing and colorwork serve to make it notable. We show herewith a reproduction of the cover, which will give an idea of the simple treatment. In the original the heavy rule and circle were in a subdued red and balance in gray and black. The booklet is devoted to a showing of high-class printing produced by this firm.

YE CLOISTER PRINTING COMPANY, Chicago, has issued a booklet of clever verse by James A. Murray, the head of the firm, which is "sent out with our monthly bills to ease the pain and monotony of that much despised piece of literature." It is well gotten up and should attract much attention.

The College Inn

The Best Place in the City to Eat

107 SOUTH WALL STREET

GIVE US A TRIAL

A characteristic Stutes card.

FROM E. W. Stutes, Spokane, Washington, has come a package of specimens, all of them in the well-known Stutes style — which means that stock, typography and presswork are all that could be desired. We reproduce herewith one of the cards.

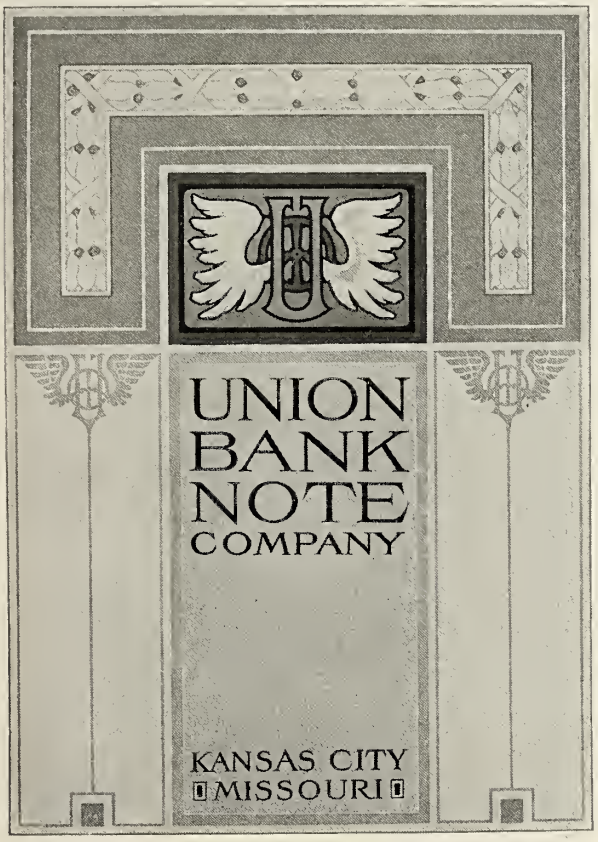
CAYCES & TURNER, Martin, Tennessee.— The advertising-cards are very convincing in argument and good in design, and should be productive of increased business. We would suggest, however, that where heavy rules show poor joints, as in the card printed in black, their use should be avoided, as they do not give a very good impression of a firm's ability to

produce high-class work. We would also suggest that you use orange rather than red in combination with blue, as it gives a better harmony.

Collin C. Kirby, Charlotte, North Carolina.— Your specimens are well arranged and displayed, with the exception, perhaps, of the letter-head. On that we think that the cut does not add anything to the appearance, and being of a nature altogether foreign does not suggest anything of printing. A simple heading would be preferable.

Owen E. Lyons, Easton, Pennsylvania.— Your specimens are very neat and tasty in design and we find little to criticize. We like the manner in which you have kept a number of the jobs in single series of type. The menu is a very attractive arrangement. We would have preferred the folios at the bottom of the page in the club program.

Prominent among the recent booklets from printing houses is that issued by the Union Bank Note Company, Kansas City, Missouri. It contains numerous examples of artistic printed matter produced by this firm,



An ornate title-page.

and presents an excellent showing. We reproduce herewith the title-page. The original, in five colors, is a striking design.

A copy of the *Printing Trades Journal*, the official organ of the Allied Printing Trades Council, of Cincinnati, Ohio, Covington, Newport, Bellevue, and Dayton, Kentucky, has reached this department, and presents a very creditable appearance.

In a recent issue we reproduced the cover of a booklet entitled, "Valhalla," giving the credit therefor to the *Wenatchee Daily World*, Wenatchee, Washington. By mistake the booklet, which was the product of the Republic Printing Company, of Wenatchee, came to us in a package of specimens printed by the *Daily World*, and we make this note in order to give the credit for the work where it is due.

From Cumming & Sons, Houston, Texas, has come one of the most artistic and attractive specimens of the month. It is a booklet entitled, "The Missions of Texas," descriptive of the missions on the Sunset Route of the Southern Pacific Railway. The treatment is simple but very pleasing. On the left-hand page is shown, in excellent three-color reproduction, the mission under discussion, while on the opposite page appears the description. An attractive cover, heavily embossed, adds much to the work. We are also in receipt of a set of motto-cards which this firm has been mailing to the trade from time to time. They are neatly gotten up in colors and contain some clever sayings. The letter-head of Cumming & Sons is also an attractive piece of work. At the right is the trade-mark of the firm and at the left is a panel — both embossed in gold. In the panel is tipped the text of the heading, printed in two colors on deckle-edge stock. The whole effect is unusually pleasing.

PROCESS ENGRAVING

BY S. H. HORGAN.

Queries regarding process engraving, and suggestions and experiences of engravers and printers are solicited for this department. Our technical research laboratory is prepared to investigate and report on matters submitted. For terms for this service address The Inland Printer Company.

The Fifth International Congress of Photography.

The Fifth International Congress of Photography will be held in August of this year in Brussels. There will be a universal exhibition held in the same city this summer, so that Americans visiting Europe can arrange to attend the meetings of this congress. A number of important papers on various scientific or technical questions particularly relating to photomechanical subjects will be read. The subscription to the congress is only $2, the payment of which entitles the member to all its privileges, including a copy of the report, which will be duly prepared. Subscriptions should be sent to the treasurer, M. E. Cousin, 51, Rue de Clichy, Paris, IX, France. Inquiries should be addressed to one of the honorary general secretaries, M. L. P. Clerc, subeditor, *Le Procedé*, 52, Boulevard St. Jacques, Paris, XIV, France.

Litho & Offset Engraving Company.

It was suggested some time since in this department that processmen should prepare for the coming demands of the offset press upon them. A concern prepared to do this very work has been established in New York with the title which heads this paragraph. They are prepared to make color separations up to four colors on the thin zinc plates required for the offset press, up to 34 by 48 inches. They do this work as well on aluminum or stone. A remarkable feature of the results of half-tones printed on the offset press is their photogravure appearance. Mr. A. C. Austin is the manager of this new concern. It has been said of Mr. Austin that, give him a spectacle lens, cigar box, a piece of zinc and a few chemicals, and plant him in the center of a desert and he will make an engraving for you. Mr. Austin has associated with him Mr. J. A. Heppes, from Chicago, so this new concern should not be lacking in the "know how." We can now look forward to some wonderful results in color-printing from the offset press.

Brief Replies to a Few Correspondents.

"Algraphy" was the name given to printing from aluminum plates, some years ago, when it was thought that it would take the place of lithography. It has since been found that properly grained zinc plates meet all the requirements of lithography. "Novice": There is no book on catalogue construction. In bound volumes of The Inland Printer you will find the information you need. "Stung," New Haven: Of course, you can not etch copper cleaned with putz pomade and kerosene. Kerosene should be kept away from any metal to be etched, as it is one of the most penetrating of etching resists. R. T. P., Boston: Rotary photogravure is the process you inquire about. You will find it described, with examples, in The Inland Printer for December, 1908, and for Febru-

ary, 1910. In the latter number it is called "Mezzogravure." "Chemist," Boston: To bring to the notice of photoengravers the powder you have discovered to produce a foam on the etching bath, you should advertise it. Should you offer to the trade the name of this substance, you can have full publicity for it in this department. Messrs. Mawson & Swan, of Newcastle, England, sell a fluid for this purpose. A quarter ounce of their fluid added to a perchlorid bath will cause it to look like soapsuds.

Waste Pipes Choked with Perchlorid of Iron.

Here is a valuable query, found in the last number of *Process Work:* "We are occasionally having trouble with our waste pipes becoming blocked with perchlorid of iron caking inside. Could you tell me of anything I could pour down to dissolve the iron and not damage the pipes?"



AN ENGRAVER'S ADVERTISEMENT.

"Our work is the acme of the experience of a large and well-organized corps of experts."

From *La Revista Gráfica,* Barcelona.

There are several answers, as follows: A chemist says there is nothing available to remove the iron except an acid, and suggests hydrochloric acid as being less liable to damage lead pipes than nitric acid, which latter would remove the deposit more quickly and effectively if there are no brass parts in the trap or connections. Another writer says: "I think the best method to clear the pipes from perchlorid of iron would be to pour down them boiling water, with a little potash added. This will have the necessary effect. To prevent the pipe being again choked up, run on the water before and while putting the iron down the sink. The writer has seen so frequently the big expense entailed in correcting the failure to put in glazed waste pipe from the sinks of engraving departments. It is customary to put up a building with the intention of securing a photoengraving plant for the top floor without paying any attention to the waste pipes, which will have to be added later at tremendous extra expense. Publishers put up a building for their own use intending to put the engraving department 'wherever we can find room.' The engravers undertake their tasks without proper light, water supply, heat, waste, machinery and other conveniences, and then the owners wonder why the cost of engraving is always so high. Photoengraving was the last trade added to the publishing business. It requires more special facilities than any other branch of the business, though it gets the least, due largely to the ignorance of architects and proprietors as to its requirements."

Photographing on Wood.

"Wood Engraver," Chicago, who inquired some time ago about photographing on wood, will find the following to give him just the information he wants. It was furnished to the *British Journal of Photography,* by Doctor Mebes, who writes: "Allow me to tell you the trade secret as I have learned it from a professional who did nearly all the work for the wood engravers of Berlin: One hundred and sixty grains of ammonium chlorid, dissolved in one ounce of water, are added to two ounces of the whites of fresh eggs, beaten to a froth, filtered after twenty-four hours, and some barium sulphate added. This mixture is brushed very thinly on the wood block and dried. The color of the wood can be faintly seen through this coating. These blocks are prepared in advance, and for use sensitized in a solution of sixty grains silver nitrate in one ounce of distilled water. The blocks are dipped or floated on the silver bath for some minutes and dried in the dark. When dry they are printed under a reversed negative. The time of exposure can best be found by experiment. After printing, the block is dipped in a combined toning and fixing bath, then washed under the tap and dried. It is important that the wood be subjected to as little water as possible, to prevent its swelling and cracking on drying."

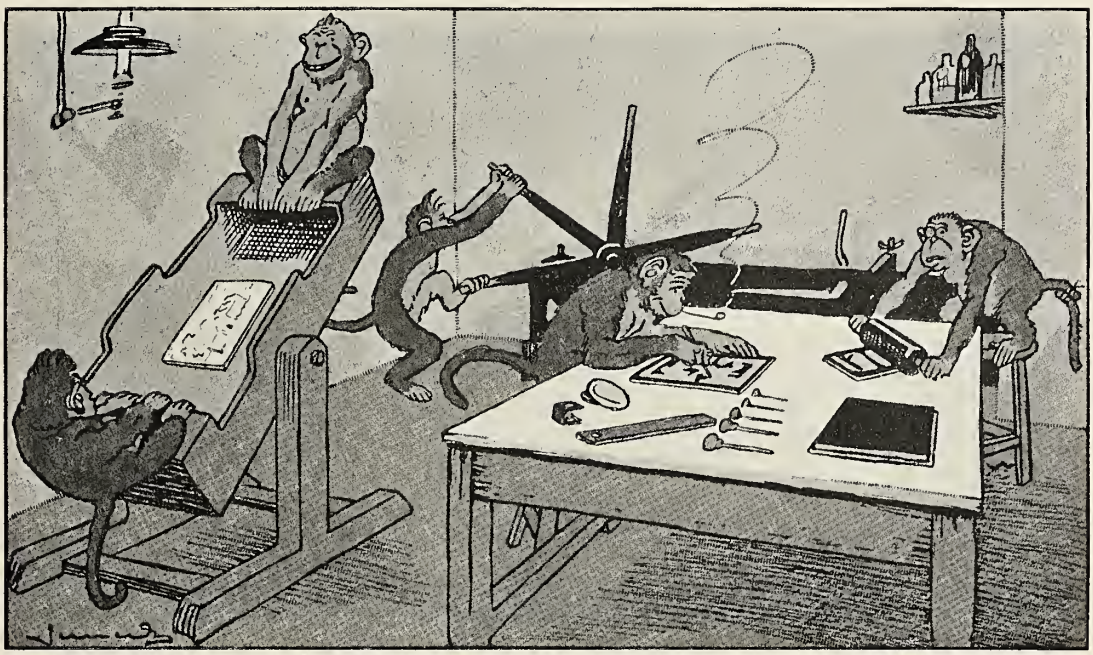
Care of Half-tone Screens.

"Old Timer," New York, writes: "I have got so many good things out of THE INLAND PRINTER that I write this to see if you will print it for the benefit of others. I worked in one shop for eleven years. When I first went there they got me some new Levy screens. My, but I was

careful with those screens! They were the most precious things to me in the world. I used to worry about fire at night, for fear they might be burned up and no others could be had like them. Since then I have worked in many shops, but I have never seen screens that were kept as new looking as those first screens I used. In most shops you will find screens scratched or stains of silver running in between the glasses. Now, I thought I better tell how I kept my screens, and this was the way: After I worked the screens a while, I thought silver might get in between the glasses, so I laid a stick of sealing-wax on a hot metal plate until it melted into a long pool; then I took the screens and dipped the edges into the hot wax. After the four edges were coated, with a knife I cut away the sealing-wax from the sides of the screen, leaving it only on the ends, so as to seal up the separation between the glasses completely. The wax might chip off after an accidental knock, but I dropped a fresh bit on. Now about wiping the screen. I see some operators rest one edge on the table, the upper edge is supported by their hand while they rub away. They do not seem to know that glass bends and that they separate the two glasses that way. I never thought of cleaning a screen without first laying it down on a perfectly flat surface, like the iron slab of a proof press or the inch-thick plate glass of a printing-frame, with several thicknesses of soft, clean paper under it. I had a clean, soft chamois skin, which I kept washed in soda-water, and, with a few drops of alcohol, I rubbed the screens every day before using. This chamois skin was kept in a well-covered tin box when not in use. With this treatment screens should last forever."

Using Fixed Screen with Best Result.

Charles J. Harris gives the rule for using the screen fixed in the plateholder, in *Penrose's Process Annual*, as follows: "Considering that there are many operators who use their half-tone screen at a set distance from the plate — usually carrying it in the dark slide — it may be well to give them a simple method for finding the correct size of the stop necessary for producing the best gradation of tone. Many men make a rough guess at it, and determine it by judgment, but it is well known that the wisest of us are liable to misjudge. I, therefore, give the following method for finding the correct size of the stop: Find the exact distance of the screen ruling (not the surface of the screen, but its center where the ruling is) from the sensitive plate, which, we will say, is a quarter of an inch. Then discover the aperture of the screen, which would be, when using the 100-line screen, one two-hundredths part of an inch. The size of the stop must be in the same proportion to the camera extension as the screen aperture is to its distance from the plate. It will be seen that the proportion of the screen aperture to its distance from the plate in this instance is one-fiftieth, therefore, if the camera extension was twenty-five inches — measuring from the stop to the screen — the correct size of the stop would be one-half inch. If this method is carefully worked, it will be found that the best possible results can be obtained without the risk of spoiling many plates; the operator will know just what the dot effect will be before he starts, and he will be able to get a uniform negative, which is an advantage."



AN ENGRAVER'S ADVERTISEMENT.

"It is the personal, individual touch which distinguishes the truly artistic from the formal, mechanical printing-plate. Our operatives have developed individuality and resourcefulness to meet every exigency of the engraver's art."

From *La Revista Gráfica*, Barcelona.

Light-sensitive Asphalt.

Louis Bechtold, Cincinnati, writes: "I have received from Germany some lithographic impressions that are almost as sharp as steel impressions. My friend who sent them writes that they were made with 'bitumen' on stone. Will you tell me where I can get this bitumen, and whether you use it on stone, just like what I now use, albumen and bichromate ammonia?" *Answer.*— The sensitive film which your friend uses on stone in Germany is bitumen or asphaltum, now commonly called asphalt. It is the substance that was used by Niepcephore Niepce, the first photoengraver, in 1826. It is still used in Europe, but has

not been popular here, owing to its extreme slowness compared with bichromatized albumen or glue. You can purchase purified asphalt in powder form, or you can purify it yourself. The Syrian asphalt is better for the purpose than that which comes from Trinidad. Take some Syrian asphalt, grind it to a powder, and for every ounce of the powder add five ounces of ether. Shake well in an amber bottle and allow it to stand over night. In the morning rack off the ether. Now add three ounces of chloroform, shake well, and again allow the insoluble asphalt to settle. Pour off the chloroform and evaporate off the remaining chloroform by putting the asphalt in an evaporating dish or bowl in an oven. The residue is the light, sensitive asphalt, which can be powdered and kept in an amber glass bottle. For use take one ounce of this powder and dissolve in ten ounces of anhydrous benzole. Add ten grains of c. p. Venice turpentine and ten drops of oil of lavender or oil of lemon. This will give a film of a beautiful golden tint. It is the right consistency for whirling, after coating, but, should it be too thick, it can be readily diluted with benzole until it gives an extremely thin film. The proper exposure, which may be from half an hour to two or more hours, depends upon the light and the thickness of the film. The print is developed with redistilled turpentine and is well washed in running water to remove all the remaining turpentine. It gives a very sharp print and will stand etching better than any other resist.



A PRINTER'S HOME.

Residence of F. A. Parker, Linotype operator, 1133 Center street, Racine, Wisconsin.

"Les Reproductions Mechanique Monochromes."

From the pen of L. P. Clerc has been received a work with this title, the publishers being O. Doin et fils, Paris. Monsieur Clerc, as subeditor of *Le Procedé*, was preëminently qualified to write it. There are 396 pages of text, with 115 illustrations, and it sells in France for 5 francs. There was need of such a manual as this in French, which would bring the progress of photomechanical methods up to date, as this work does. In the introduction the author classifies engraving and illustrating methods under the following four heads: "Pantotypie," corresponding to our engraving in relief, like wood engraving; "Planographie," which includes lithography, collotype, and all methods of printing from aluminum and zinc surfaces; "Chalcographie," or intaglio engraving, including photogravure, and "Phototypogravure," or photoengraving, comprising all methods of producing relief plates by photography. In the history of half-tone in this book there is an error, which shows how history will get twisted. M. Clerc writes that Baron F. W. Von Egloffstein founded in Philadelphia, in 1861, an establishment to make United States banknotes in half-tone. The facts are that all that is known of Baron Von Egloffstein's work was first printed in THE INLAND PRINTER, by the present writer, in September and October, 1894. There it stated that in 1861 Von Egloffstein asked Samuel Sartain, the steel engraver, of Philadelphia, to rule half-tone screens for him, but the Baron enlisted in the Civil War and nothing was done about it until 1868, when he was aided by a number of influential men, who established him in New York for the purpose of making banknotes in half-tone. Phil Welch, the famous humorist on the New York *Sun*, told me a short time before his death, that his humor was copied widely in France. Later, some American papers would retranslate it back into English, "and then," he added, "it was funny." So it is with paragraphs from this department; after passing through German and French publications they return in English journals and are so distorted as to be scarcely recognizable.

TRADE NOTES

Brief mention of men and events associated with the printing and allied industries will be published under this heading. Items for this department should be sent before the tenth day of the month.

Assessment for Pressmen's Home.

One day's pay will be assessed against every member of the International Printing Pressmen and Assistants' Union, for the purpose of raising a fund to build their proposed home for consumptive, aged or infirm members.

Cuban Editors Freed.

The three Cuban editors sentenced to imprisonment on charges of having libeled President Gomez, have been set at liberty. The bill granting the amnesty was signed recently by the President, and the event was celebrated by a popular demonstration. The editors who gained their freedom are General Estenez, Doctor Garride and José Vila.

Hudspeth Aquitted.

Henry S. Hudspeth, former president of New Orleans Typographical Union and candidate for president of the International Typographical Union two years ago, has been found not guilty of the charge of obtaining money under false pretenses while an officer of the local union. The New Orleans union was the complainant. It alleged that Hudspeth and Samuel T. Stevenson, as president and secretary, had embezzled the funds of the organization, but while it was able to establish the guilt of Stevenson, who is now serving a term in the penitentiary, the jury in the Hudspeth case found that the latter, while having indorsed the checks covering the amounts he was alleged to have obtained by fraudulent means, did not receive any of the money, but simply was used as an instrument by Stevenson.

Denver Printers to Compete for Baseball Trophy.

The Denver Typographical Union Athletic Association had decided to send a baseball nine to Washington next August, to compete for the Garry Herrmann trophy. At a recent meeting of the association preliminary steps were taken to raise funds to finance the trip. A big smoker, followed by other entertainment, will be given. C. W. Christy is the newly elected president of the association, and R. M. Fischer is secretary-treasurer. J. H. Jeffrey, Herbert Steele, M. H. Ropkey and Chester Martin were elected to serve with the officers on the executive committee.

Rochester Printers Assist Health Board.

Efforts to reduce the expectoration evil at Rochester, New York, by the Public Health Association, have received the hearty approval of the local typographical union, which has formed an alliance with the association in a campaign to stay the ravages of the white plague in that city. As a reminder to thoughtless persons who spit on floors and sidewalks, the health association desired some printed matter to distribute. The union members have agreed to print two hundred and fifty thousand slips for the purpose. Policemen, street-car conductors, public officials and others will be asked to present one of these slips to each person noticed, inadvertently or with malice aforethought, expectorating in public places. The offender is to be approached in a courteous manner, so that his good will and coöperation may be secured.



A PRINTER'S HOME.
Residence of Robert Pausch, pressman, 932 Doud street, Racine, Wisconsin.

New Haven Typos Celebrate.

On March 20 the New Haven (Conn.) Typographical Union celebrated its golden jubilee, with a buffet luncheon and program of music and speeches at Newman's Dancing Academy. The local printers were organized in 1860, being the oldest trades union in the city. Visitors from many towns and cities in Connecticut, Massachusetts, Rhode

Island and New York participated in the festivities. Among those invited were the officers of the International Typographical Union, the presidents of all trade unions of New Haven, officers of the Connecticut Federation of Labor, all of the honorary members of the printers' local union, including many who have graduated into the professions, and all local editors and newspaper men.

Ohio Printing Scandal.

State Examiner E. F. Brown has submitted to the Ohio Legislature a report charging that the State had been mulcted of $65,954 through its printing department, in the five years' administration of Public Printer Mark Slater. The report alleges that the State was buncoed to the extent of $38,954 by paying for supplies never furnished, and $27,000 was lost through the payment of exorbitant prices for supplies which were received. J. E. Brelsford, who, together with Slater, was indicted on the charge of drawing money on false vouchers, confessed and the indictment against him has been dismissed.



A PRESSMAN'S HOME.
Residence of Jacob Heim, pressman, 1212 Superior street, Racine, Wisconsin.

New Incorporations.

Canton Printing Company, Canton, N. C. Capital, $5,000.

Ferrall Printing Company, Rocky Mount, N. C. Capital, $10,000.

Forum Publishing Company, Atlanta, Ga. Silas L. Morris, president.

The Swarthmore Publishing Company, Swarthmore, Pa. Capital, $5,000.

The Ross Publishing Company, Newark, N. J. Capital, $100,000. Incorporators: L. Sloss, C. H. Kienle, L. N. Downs.

Pharmacist Press, New York city. Capital, $35,000. Incorporators: C. A. Kolstad and others.

The Staunton Spectator Publishing Company, Staunton, Va. Capital, $25,000. R. S. Turk, president.

World Publishing Company, Baltimore, Md. Capital, $60,000. Incorporators: J. B. Guyton and others.

The Vrooman-Smith Printing Company, Kokomo, Ind. Capital, $15,000. Directors: W. H. Vrooman, F. H. Smith.

Automobile Journal, Camden, N. J. Capital, $50,000. Incorporators: W. M. Simmons, C. S. Snyder, V. A. Murray.

Alpine Publishing Company, Alpine, Tex. Capital, $5,500. Incorporators: J. P. Wilson, J. D. Jackson, W. S. Dunbar.

Military Press Association, Boston, Mass. Capital, $25,000. Incorporators: F. M. Libby, C. E. Stabire, W. H. Mitchell.

William T. Comstock Company, New York city. Capital, $10,000. Incorporators: S. J. Cox, S. S. Newton, A. C. McDonnell.

Webb Publishing Company, Nashville, Tenn. Capital, $40,000. Incorporators: A. C. Webb, H. C. Webber, A. E. Booth and others.

Pilson, The Printer, Incorporated, Jersey City, N. J. Capital, $50,000. Incorporators: W. T. Wilcox, J. H. Pilson, C. J. Roberts.

National Irrigation Journal Publishing Company, Chicago. Capital, $12,500. Incorporators: R. R. Jones, C. A. Morrison, A. H. Cody.

The Lake George Printing Company, Lake George, N. Y. Capital, $5,000. Directors: G. F. Peabody, E. J. Worden, D. S. Sanford.

The Grafton Publishing Company, Grafton, W. Va. Capital, $10,000. Incorporators: T. F. Welch, J. O. Jaco, C. A. Sinsel and others.

Auto Life Publishing Company, Kansas City, Mo. Capital, $10,000. Incorporators: Jessie C. May, Harriet M. Tomlinson, S. J. Mauser.

Dalkullan Printing & Importing Company, Chicago. Capital, $10,000. Incorporators: A. F. Lofstram, O. S. Olsen, A. O. R. Bergenson.

The Amarillo Publishing Company, Amarillo, Tex. Capital, $25,000. Incorporators: J. E. Nunn, J. W. McGammon, Charles Marlin.

The Balto Steel Engraving & Printing Company, New York city. Capital, $50,000. Incorporators: G. W. Metcalfe, W. H. Engel, A. C. Metcalfe.

Julius Bien Company (printing, publishing, engraving, etc.), New York city. Capital, $20,000. Incorporators: T. A. Adam, T. J. Bannon, C. Marks.

The J. H. Tooker Printing Company, Manhattan, N. Y. Capital, $25,000. Incorporators: J. H. Tooker, H. B. Cochen, T. W. Woodford, H. E. Diamond.

Ed L. Hitchcock Company (printing and lithographing), Troy, N. Y. Capital, $25,000. Directors: E. L. Hitchcock, J. C. Hitchcock, Alice A. Hitchcock.

The Commercial Printing Company, Newport, Ky. Capital, $17,000. Incorporators: R. A. Crockett, W. W. Weigele, H. Weigele, C. A. J. Walker, E. G. Schmultz.

Foundry News Company (to print and publish newspapers and magazines), New York city. Capital, $10,000. Incorporators: H. Roy, A. Spies, A. H. W. Johnson.

The Hartley-Thomas Company (printing, publishing, lithographing, engraving), Manhattan, N. Y. Capital, $50,000. Incorporators: W. J. Hartley, J. J. Farmer, I. G. Catley.

Webster Springs Publishing Company, Webster Springs, W. Va. Capital, $5,000. Incorporators: J. B. Haught, J. B. Hillery, C. E. Hiner, W. H. Hillery, E. Phillips, C. K. McColly, J. W. White.

General News Notes.

A. M. E. Zion Publication House will erect a four-story building at Charlotte, N. C., especially adapted for a modern printing-plant.

A STRIKE which threatened the amicable relations of the Quebec (Canada) Typographical Union and employing printers was recently averted by a compromise agreement.

A NEW printers' building is contemplated for St. Louis, Mo. It is to be of fireproof construction and will house some of the city's most progressive printers. The location for the new building is said to be at the corner of Tenth and Walnut streets.

THE inserted illustration, "Autumn," reproduced from an aquatint by L. O. Griffith, in this issue of THE INLAND PRINTER, is a remarkable demonstration of high-grade printing at high speed. The work was done on the Autopress, at a minimum speed of 4,200 per hour, by the Autopress Company, 299 Broadway, New York city. Etchings or aquatints of this class are designed chiefly as pictures to be regarded at a greater distance than book illustrations are viewed. Let the reader place this specimen at a distance of six or twelve feet from his vision, and he will get a better appreciation of its value as a picture. That it is possible to produce work of this character at high speed on an automatic machine is an incentive to every printer to watch the productiveness of his establishment closely. It is hard to catch up when the procession has passed.

BUSINESS NOTICES

This department is exclusively for paid business announcements of advertisers, and for paid descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Responsibility for all statements published hereunder rests with the advertiser solely.

NEW AND SPECIAL DESIGNS IN LITHOGRAPH STOCK CERTIFICATES, BONDS, ETC.

The Pioneer Company, established in 1849, manufacturing stationers, St. Paul, Minnesota, have prepared for the trade a most extensive line of new and special designs in lithograph-print stock certificates, bonds, etc., many in fine gold effects. Samples and prices furnished on request.

THE ROUSE MITERING MACHINE.

The Rouse Mitering Machine is justly claimed to be "the most perfect mitering machine made." H. B. Rouse & Co., the manufacturers, have put into this machine the results of long experience in the printers' needs in a tool of this description, with the result that all the good points of the best mitering machines are retained and a number of new and desirable features added. Three important features are:

1. A positive gage, which sets instantly and locks to all points, enabling the operator to miter rules to picas, nonpareils or points, inside as well as outside measure.
2. A ruleholder, which locates and locks at the proper angle by a pin that passes through the holder onto the table.
3. A gage-rod, graduated to picas and numbered every five ems.

The machine is sold under a positive guarantee. The H. B. Rouse Company, 2214-2216 Ward street, Chicago.

THE VICTORIA-MERKUR PLATEN PRESS.

Printers who want a fast-running platen press, at a low price, not requiring much make-ready, and at the same time provided with the advantages of any modern platen press, should give their attention to the Victoria-Merkur, the latest design in a first-class jobbing press manufactured by the Victoria Platen Press Manufacturing Company, Dresden, for which Frank Nossel, 38 Park Row, New York city, is the agent in America. This German firm has been a successful maker of platen presses for twenty-two years, and any claim made by it for any of its presses can be depended upon by the printing trade.

Sixteen points of improvement are noted in the construction of the Victoria-Merkur, five of which are absolutely new patents. The most ingenious device of these patents is in the adjustment of the grippers to the platen, by which those common enemies to good printing, slurring and faulty register, are done away with. With an idea of reducing the price of the press as much as possible, all the parts of the Victoria-Merkur have been very much simplified, but without any prejudice to their design and effect.

One other point that should be noted in this press is the elimination of the heavy roller-carriage counter weight. By the substitution of a simple device in harmony with the very light construction, the output of the machine is increased.

On demand the company furnishes with the Victoria-Merkur a spiral grooved steel distributer for printing two colors, and an iris distributer with adjustable rings. For the present, the Victoria-Merkur is built in one size only, 12½ by 16¾ inches inside of chase.

THREE "POPULAR" ITEMS IN AN ADVERTISEMENT.

In the advertisement of the "Boston" Wire Stitcher, on another page, there are three items which, if classified, would occupy leading positions under the heading "Popular"—the stitching machine itself, the Clearface Bold and Italic with which the advertisement is set, and the Strathmore Border within which it is enclosed. Such a happy combination, we would think, prudent printers might consider entire. The American Type Founders Company will gladly furnish any required information.

JOHN HADDON & CO. SUPERSEDED AT TORONTO.

The Anglo-Canadian Type & Printing Machinery Company (Limited) has taken over the Canadian business formerly conducted by John Haddon & Co., 24 York street, Toronto, Ontario. The new concern, as its name indicates, is prepared to furnish printers with supplies of all kinds. It manufactures type and is the sole agent for Canada for Haddon's well-known Caxton Type Foundry. Matthews Brown is the president and John B. Mill the secretary of the Anglo-Canadian Company.

JOSEPH E. SMYTH IN NEW PREMISES.

Joseph E. Smyth, bookbinders' machinery, has taken a long-time lease of one of the new stores on Federal street, just south of Harrison street, Chicago, and will move into his new quarters about the first of May. The continual increase in Mr. Smyth's business renders this move imperative and his new location will be right in the heart of the printers' and bookbinders' machinery trade. Mr. Smyth's factory will remain as at present, on Jefferson street, but the offices and showroom will be removed to Federal street, where machinery interesting to the trade will be displayed.

THE NEW COTTRELL ROTARY IN ENGLAND.

The *American Printer*, for March, calls attention to the progressiveness of English printers: "There is nothing slow about English printers. Early in the year the attention of the publishers of the London *Illustrated News* and the *Sketch* was called to the new Cottrell sheet-feed rotary press. They immediately took steps to discover whether it would be agreeable to C. B. Cottrell & Sons Company to make a trial of this press on their work, which, of course, it was. They sent over the manager of their printing department, E. H. Rudd, with some of their electroplates and paper, to find out whether the Cottrell sheet-feed rotary would do printing of a quality satisfactory to them at a speed of three thousand per hour.

"Mr. Rudd had his original training as a pressman in the United States, which, perhaps, had something to do with his great success on the other side of the 'pond.' He certainly knows presses, and he put the Cottrell rotary through its paces until fully satisfied that it was a thoroughbred in every respect. On starting for home he left a signed statement to the effect that his forms had been run under his supervision, at speeds up to thirty-one hundred per hour, on both super and coated paper, and expressed most enthusiastic opinions of the beautiful quality of the printing. Within twenty-four hours after his arrival in England, a cable order was received by C. B. Cottrell & Sons Company for the first shipment of sheet-feed rotaries for the London *Illustrated News*. In the near future, what is undoubtedly one of the most widely circulated periodicals in the English language will be the product of these new Cottrell rotary presses."

PRINTER KNOW THY TYPES.

Type is the foundation of the printing business. Every printer's work is judged, appraised and valued according to his taste in selecting and his skill in using types.

The study of types is a deep subject, not to be successfully mastered by superficial examination, but by minute analysis and comparisons, letter by letter, word by word, line by line, and finally in the page.

The American Type Founders Company has been compelled to steadily enlarge its manufacturing plants and resources, because of the appreciation of the work of its designing department.

The printer is, therefore, invited to study closely the type-designs of the American Type Founders Company, that he may ascertain for himself why these designs predominate in the finer printing of the world, almost to the exclusion of others.

Pick up any well-printed periodical or catalogue and pick out the makers of the types used.

This is the test the American Type Founders Company confidently asks you to apply.

The better the printing the more certain it is to be done with American types. On this point it will pay you to read page 132 of this issue.

THE GROWTH OF A FAMILY.

On page 133 of this issue we show a picture of a robust young member of the new Century Old Style family, which is now being welcomed into thousands of printing-offices—a proved success. It is the work of some years of study, and possesses that simplicity which is the perfection of any art. Nothing is more difficult to achieve in expression, graphic or individual, than simplicity allied to strength and grace. The Century Old Style family of types will cover the whole range of a printer's requirements where an old style is suitable.

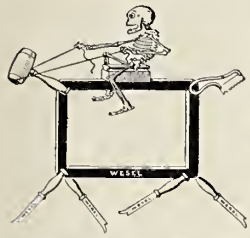
It is effective and beautiful in the finest piece of book or catalogue, and adds efficiency to a dry-goods advertisement or a handbill. This is because of its simplicity and individuality, its admirable color in a page, and its eye-attracting quality. The eye follows it without strain or weariness.

The Century Old Style is a well-pondered product of the unique designing department of the American Type Founders Company, and the Century Old Style Bold extends its usefulness.

The Printing Art has adopted Century Old Style as its body letter, and in that periodical its splendid characteristics are beautifully demonstrated.

SKELETONS IN PRINTING-OFFICES.

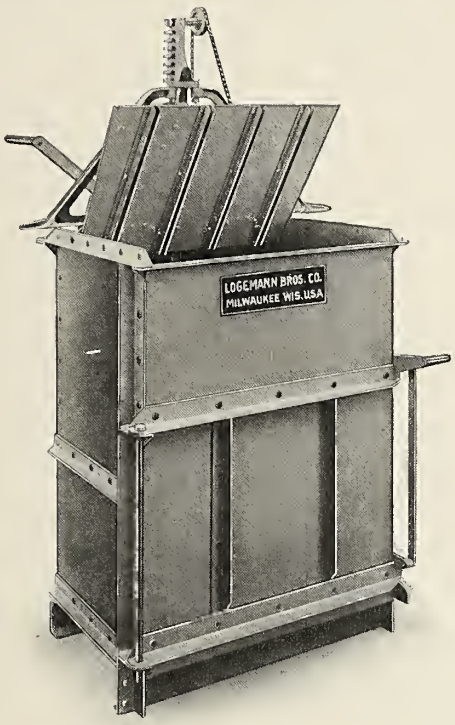
There is nothing picturesque about chases. The F. Wesel Manufacturing Company adds to the general gloom of the subject by issuing a revised price-list and catalogue of Electric Welded Chases, illustrated by several weirdly comical cuts, of which we print one specimen. There are several new things in the new catalogue, which is entitled "Chases: Facts About the Good Kinds and the Bad Kinds." Printers who have to register in colors will be interested in the new registering chase. This catalogue can be procured on application to any branch of the F. Wesel Manufacturing Company, as per addresses printed on page 124 of this issue.



BALE THE WASTE PAPER AND DECREASE THE FIRE RISK.

The accumulation of waste paper and its disposition is a question every lithographer and printer has to contend with, for when this waste is filled in bags it not only occupies valuable space, but is always more or less dangerous.

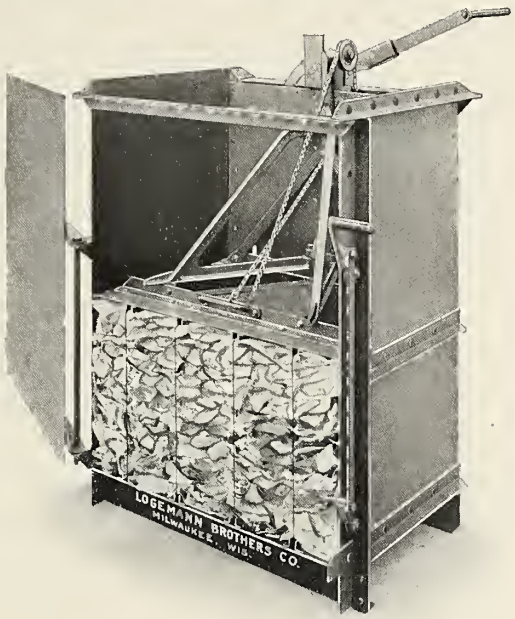
We illustrate herewith a steel constructed, fireproof baling press, which will effectively compress such waste paper into a small, compact bale, so that a large quantity occupies very little room. Compressed paper will not burn readily, and on this account alone a paper press is considered a necessary part of the equipment of every modern printing-plant.



LOGEMANN BALING PRESS.
Ready to receive waste paper.

Wherever these presses have been installed, they not only decrease the fire risk, but have produced a revenue, as baled waste paper is constantly increasing in value, so that the presses pay for themselves. The average printer has been somewhat backward in the installation of these machines, being satisfied to dispose of his waste at the minimum price, believing it troublesome to bale.

The smaller shops feel that they have not a sufficient amount of scrap to warrant purchasing such a press, but few persons who have never saved their waste paper have an idea of the quantity that accumulates within a short time, and do not realize that a steady income can be derived from its sale, if properly baled.



LOGEMANN BALING PRESS.
Opened, disclosing waste paper under pressure and wired for removal. Note the channels for the introduction of binding wire.

The manufacturers, Logemann Brothers Company, Milwaukee, Wisconsin, are building these presses in a large variety of styles and sizes suitable for all requirements, operated by belt, electric or hydraulic power. The operation of the hand baler is very simple, as any boy can successfully do the baling. The waste is directly deposited into the large steel box, and all that is required is to turn the handle and wire the bale. Every lithographer and printer should investigate these machines.

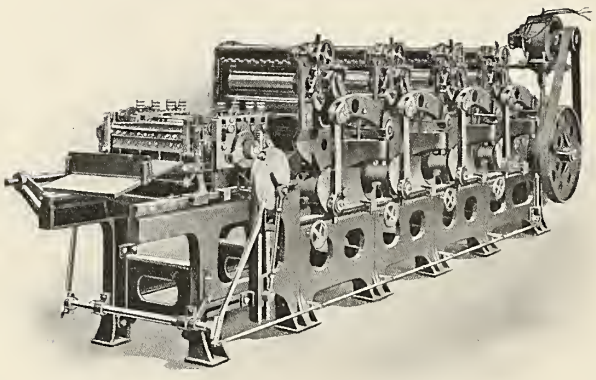
THE CASIMIR PRINTING-PRESS.

A press that prints on a continuous strip of paper or web, in numerous colors, on either or both sides, that bronzes, embosses, reinforces, punches, perforates, rules, creases, slits, shears, slips the sheets, rewinds, collates, jogs, numbers, gums and makes tags at one operation, and does all this at the tremendous speed of nearly seven thousand impressions per hour — that's the Casimir doing its regular work.

It is a matter of history that many attempts have been made to build a machine of this type. The first one made its appearance as far back as 1848, to be followed by others, more or less successful. Many failures were due to the lack of mechanical knowledge, even when the principles were practical. The Casimir was invented and designed by a practical engineer, probably one of the foremost men in his profession in America — Casimir von Philp — at present heading the machinery department of the Bethlehem Steel Company, and for twenty years previous to that chief engineer for that concern. This wonderful press is made by a

man who knows the why, how and what-for of modern machinery, and its appearance was possible only when the times were ripe. Not until the ink industry had developed and paper had improved in quality, not until there was a general upward tendency in every branch of the printing art, could such a press evolve.

Perhaps its most striking feature is the tremendous speed-capacity, all the more noticeable because it is built on the bed and platen principle. It is well known that the highest grade of printing is turned out from presses made on this idea, but the objection heretofore has been the slowness with which such results were gained, and presses of speedier capacity have found a market even though they could not do work of equal merit with the bed press. This was true even when only one color was used, and did not



THE CASIMIR PRINTING-PRESS.

take into account the numerous other operations demanded of the manufacturing job-printer, such as trimming, punching, etc. In securing the high speed of the Casimir there has been no sacrifice of its value for work, and it can perform sixteen other operations besides printing, at the same time. It uses flat forms, with rotary ink distribution, and in this way common type or electros may be employed. This avoids the necessity for curved plates and the apparatus for curving such plates, to say nothing of the tedious make-ready used on all types of rotary printing-presses, beyond the reach of the average printer. In addition, the press may be operated at any desired feed up to twice the full width of the form. The register is perfect at all speeds, and the ink distribution is considered fine and complete by all those who have seen the press in operation. It is made in three sizes, 7 by 14, 9 by 18 and 12 by 21.

There is one point about the Casimir press which should make it very attractive to the struggling printer. It is made on the unit system, which enables a printer to buy enough of the press to fill his present need, and, at the same time, provide for future requirements without burdening himself with an investment in machinery from which he receives no immediate returns. The question of price is a very serious one to the printer, especially the price of his press.

The machine shown in the illustration is for three-color work and was built for printing cash-sales books. It prints the original and duplicate in separate colors, while two sets of numbering heads have been provided. Printed matter is automatically collated by the machine for books of one hundred pages, with duplicates between the originals. This is done by an arrangement which operates the shearing at twice the speed of the printing. In addition to all classes of ordinary printing, this press will have an almost exclusive field in all specialty printing, such as printing on both sides, dieing-out, labelwork, etc.

The principal offices and works of the Casimir von Philp Company are at Bethlehem, Pennsylvania, with agencies in the large cities.

THE KAY-KAY DISPELLER.

Electricity in the right place is one of the most helpful natural forces; in the wrong place it is destructive and expensive. One obstacle to the successful operation of printing-presses is the electricity generated in the paper by friction in operation. The speedier the press the greater this difficulty. Unless the electricity is dispersed there is a loss of speed and quality in the work. A device that would scatter this surplus electricity has been sought by printers ever since presses have been run at speed. There has been only one attachment offered thus far that does the work perfectly — the Kay-Kay Dispeller, as it is named. It dispels the electricity in each sheet of paper as it is being discharged by the press. All trouble in feeding on subsequent press runs or to the folder is done away with; also by its use each sheet of paper as it comes from the press is charged with enough heat so that the ink dries quickly and offsetting is prevented. On ninety per cent of the jobs where slip-sheeting to avoid smutting is ordinarily required, the expense for this operation can be saved by using the Kay-Kay Dispeller. Slip-sheeting has often been necessary in producing the printed job, when the expense for the time and labor of such process was never taken into consideration in estimating. One of Chicago's printers calls the Dispeller, very fittingly, "the gas-burning, slip-sheeting and electricity annihilator."

The Dispeller consists, as shown by the illustration in the advertisement on page 151, of a transversely extending pipe connected to the delivery carriage of the press. It has outlets along its entire length, where gas is discharged and ignited. Attached to the pipe is a deflecting plate, which retains the heat and directs the gas flame forward. The contact of the flame with the sheet of paper dispels the electricity and the heat acts as a natural drier for the printed surface, making slip-sheeting unnecessary.

The three years test of the Dispeller's merits since it was patented confirms so thoroughly its value that the manufacturers sell it now with a guarantee of "your money back" if it does not do the work. The price is $30, f.o.b. Chicago. It saves money for the printer every hour the press runs.

IMPROVEMENTS IN TYPECASTING MACHINES.

The printing trade has seen many improvements in typecasting machines since the first one was introduced in 1890 to enable printers to cast their own type. In the first place, the price is now considerably lower.

While the pioneer typecaster is no longer manufactured, there are, as its successors, better, faster and more economical machines. The highest state of the art is now represented by the Thompson Typecaster, and some of the improvements in the new model, now coming through the factory, are these:

The Thompson Typecaster is adapted to cast type from five to forty-eight point, a larger range than any other machine makes. It is the only machine which can make type and logotypes from Linotype matrices. It makes type from Linotype, Compositype and their own special make of electrotype matrices in the same mold. The matrix-exchange plan of the Thompson Type Machine Company allows the printer to cast all the type he wants from any

one of these fonts of matrices and then exchange it for any other font of matrices for the small fee of $2. They have the largest assortment of matrices to select from — over a thousand different fonts and faces.

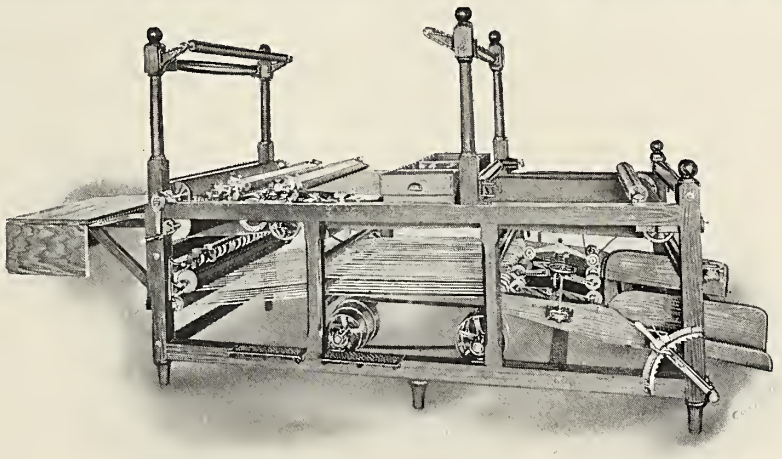
Quads and spaces are cast in the same mold as letter-work, thus reducing the investment of the printer to the lowest point. In fact, the complete machine, adapted to cast type from three styles of matrices and low quads and spaces, together with motor, speed regulator and all necessary gages and tools and a perpetual membership in the matrix-exchange library, is less than $1,500. When it is considered that the Thompson Typecaster is the fastest typecaster on the market, guaranteed to produce from four pounds of five-point to twenty-two pounds of forty-eight-point type per hour, it will be seen that the machine will pay for itself in making a single new dress of type for any printer.

The latest improvements in this machine make it noiseless in operation — a most desirable feature. Another strong feature is that four different combinations of nicks can be made in any size of type. A new speed regulator gives twenty-one different casting speeds, whether the machine be belt or motor driven, and alternating or direct current motors can be used. Gas, gasoline or petroleum burners have been perfected to heat the metal-pot. The mold is thoroughly water-jacketed now and higher casting speeds are possible. Parts subjected to heat are insulated or arranged so that they do not have to be handled, and the whole machine has been strengthened and stiffened. Automatic oiling systems for the mold parts make them almost indestructible in the hands of the most careless operator, and, taken as a whole, the new model Thompson Typecaster is a gem of the mechanician's art. Its handsome appearance and simplicity will appeal to the eye and its high-grade product and speed to the printer's sense of economy.

A handsome booklet describing this machine and giving testimonial letters from its users can be had by addressing the Thompson Type Machine Company, 120-130 Sherman street, Chicago.

THE NEW CENTURY RULING MACHINE.

George Damon & Sons, 44 Beekman street, New York, the printing machinery agents, have secured selling privileges in the Eastern and Southern States, Canada and foreign territory for a new ruling machine made by the Century Machine Company, of Hoboken, New Jersey, on an invention by Charles Burrows, who has, after fifteen years of experimental work, embodied his ideas successfully in this mechanism. The Century Machine Company claims it to be "the best ruling machine, both in mechanical construction and perfect working, on the market." The essential point of difference between this machine and others is in the striker. Almost all the trouble in the striking of ruling machines is due to the jump, jar, stagger and vibration of the delicate ruling pens as they rapidly move up and down. In the Century machine the pens remain stationary, doing perfect service, while the bed carrying the paper, cloth and strings is raised and dropped the small amount necessary to do the work. This striker is, of course, a marked improvement and every ruler who has seen it in operation must recognize the advantage of the new idea; yet, should the old method be insisted upon by the operator, he has only to change a lever and in a moment the new striker is transformed into the old-style striker, raising and lowering the pens to strike. Thus in the new Century Ruling Machine the ruling can be done either way. The builders claim that even if an operator runs this machine the old way, lifting and dropping the pens, the pen beam, being all metal and very rigid, does away with the greater part of the vibration which occurred with the old-style wooden beam.



THE NEW CENTURY RULING MACHINE.

While this is the most remarkable of the improvements in the new Century Ruler, there are several other notable changes. One of the latest patents (issued July, 1909) is a lever lock, which instantly locks and unlocks the pen clamp in the beam, at a quarter turn of a small lever. This saves the time lost in screwing up the thumbscrews the entire width of the beam. Another valuable feature is the oiling of the bearings through self-closing cups, which carry the oil by tubes directly into the journal, not only saving four-fifths of the oil, but keeping it off the machine as well.

The fine construction of the new Century machine attracts at once. The large rolls are made of two half-shells and seven layers of laminated wood with the grain crossed, which insures freedom from warping or cracking. The grooved roll is made, as usual, of selected mahogany and the table is of the same material. The gearing is extra heavy and the general structure gives the impression of absolute indestructibility.

While the best knowledge of the merit of the new Century machine can be gained only by seeing it in operation, its complete description may be had on application to George Damon & Sons, covering many interesting points and necessary facts of importance to users of ruling machines.

WANT ADVERTISEMENTS.

Prices for this department: 40 cents for each ten words or less; minimum charge, 80 cents. Under "Situations Wanted," 25 cents for each ten words or less; minimum charge, 50 cents. Address to be counted. Price invariably the same whether one or more insertions are taken. **Cash must accompany the order to insure insertion in current number. The insertion of ads. received in Chicago later than the 15th of the month preceding publication not guaranteed.**

BOOKS.

COST OF PRINTING, by F. W. Baltes, presents a system of accounting which has been in successful operation for many years, is suitable for large or small printing-offices, and is a safeguard against errors, omissions or losses; its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. 74 pages, 6¾ by 10 inches, cloth, $1.50. THE INLAND PRINTER COMPANY, Chicago.

PAPER PURCHASERS' GUIDE, by Edward Siebs. Contains list of all bond, flat, linen, ledger, cover, manila and writing papers carried in stock by Chicago dealers, with full and broken package prices. Every buyer of paper should have one. 25 cents. THE INLAND PRINTER COMPANY, Chicago.

PRACTICAL FACTS FOR PRINTERS, by Lee A. Riley; just what its name indicates; compiled by a practical man, and said to be the most practical little book ever offered to the trade; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

PRICES FOR PRINTING, by F. W. Baltes. Complete cost system and selling prices. Adapted to any locality. Pocket size. $1 by mail. THE INLAND PRINTER COMPANY, Chicago.

THE RUBAIYAT OF MIRZA MEM'N, published by Henry Olendorf Shepard, Chicago, is modeled on the Rubaiyat of Omar Khâyyâm; the delicate imagery of old Omar has been preserved in this modern Rubaiyat, and there are new gems that give it high place in the estimation of competent critics; as a gift-book nothing is more appropriate; the binding is superb, the text is artistically set on white plate paper, the illustrations are half-tones, from original paintings, hand-tooled; size of books, 7¾ by 9¾ inches, art vellum cloth, combination white and purple, or full purple, $1.50; edition de luxe, red or brown India ooze leather, $4; pocket edition, 3 by 5¾, 76 pages, bound in blue cloth, lettered in gold on front and back, complete in every way except the illustrations, with full explanatory notes and exhaustive index, 50 cents. THE INLAND PRINTER COMPANY, Chicago.

SIMPLEX TYPE COMPUTER, by J. L. Kelman. Tells instantly the number of picas or ems there are in any width, and the number of lines per inch in length of any type, from 5½ to 12 point. Gives accurately and quickly the number of ems contained in any size of composition, either by picas or square inches, in all of the different sizes of body-type, and the nearest approximate weight of metal per 1,000 ems, if set by Linotype or Monotype machine. Price, $1.50. THE INLAND PRINTER COMPANY, Chicago.

VEST-POCKET MANUAL OF PRINTING, a full and concise explanation of the technical points in the printing trade, for the use of the printer and his patrons; contains rules for punctuation and capitalization, style, marking proof, make-up of books, sizes of books, sizes of the untrimmed leaf, number of words in a square inch, diagrams of imposition, and much other valuable information not always at hand when wanted; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

BUSINESS OPPORTUNITIES.

A LITTLE CAPITAL will enable the right man to buy this snug little job-office and easily build up a large business; it is located in a thriving, booming 30,000 town, full of factories and business, where the amount of work that may be secured is almost unlimited; have all of the work now from one small factory, and seller can supply about $500 worth more of work annually; everything in the office is modern and nearly new; inventories at $1,600; will sell for $1,200—part on time if desired; personal reason for selling. Write for particulars. W. Z. HUTCHINSON, Flint, Mich.

CALIFORNIA NEWSPAPERS FOR SALE — We have 21 paying newspaper properties in California listed with us for sale, account illness or changes; prices $1,000 to $20,000; investigate these; if we do not have listed what you want we can get it; outline what you wish, amount to invest; we will submit specific properties. JAMES & WALKER, 1236 Call building, San Francisco.

FOR SALE — Fine newspaper opportunity in Pacific Northwest; only newspaper in town of 1,000 in Coos Bay country; now doing fine business; can be immensely developed; fine opportunity for hustler; by dealing now buyer can beat the railroad into the most promising undeveloped field in the country; center of dairying and farming country; fine climate; reasons for selling: other business and health. ENTERPRISE, Myrtle Point, Ore.

FOR SALE — First-class job-printing plant in northern Indiana; must be sold quick. D 575.

FOR SALE — Modern, complete printing-plant — new presses and type; long-established patronage; city 70,000; splendid opportunity; other business requires undivided attention of present owners. BOX 550, Portland, Me.

FOR SALE — Only paper (independent) in growing southeast Missouri town of 1,800 inhabitants, all white; good subscription and job field; price, $3,000 cash; investigate. DAVID BRIGHT, East Prairie, Mo.

FOR SALE — The best printing business in Texas; a rare opportunity for a young man with a little money; business already built up, needing no outside man; must close out on account of health. Address O. C. GUESSAZ, San Antonio, Tex.

FOR THE TRADE — Best line of litho-print stock certificates, bonds, etc.; new and special designs; fine gold effects. Write for samples and prices. THE PIONEER COMPANY, established 1849, Manufacturing Stationers, St. Paul, Minn.

IOWA DAILY — Has paid six per cent on $150,000 for six years; owners wish to retire; will make price right. D 722.

PARTNER with $1,000 can buy half interest in a $2,800 printing-plant; must be a good printer and understand label and job work, also the correspondence; object is to go into the mail-order business; city population 50,000. D 734.

SACRIFICE FOR IMMEDIATE SALE — Complete two-press job-plant, established business, at $1,500; dissolving partnership. 419 W. Butler st., Fort Wayne, Ind.

SPLENDID OPPORTUNITY — Newspaper and job office in one of the best counties in the black-land belt of eastern Oklahoma; shop paying over $150 per month over operating expenses, capable of doing better; two-man shop; no competition; invoices about $2,500; owner has other business interests; will sell for $1,750 — $1,000 cash, balance 12 months; a good established business in the fastest growing State in the Union. Don't answer this ad. unless you mean business. D 720.

Publishing.

PRINTERS desiring to invest in publishing property should send for our "New Bulletin." HARRIS-DIBBLE COMPANY, Masonic building, New York.

FOR SALE.

BOOKBINDERS' MACHINERY; rebuilt No. 3 and 4 Smyth book-sewing machines, thoroughly overhauled and in first-class order. JOSEPH E. SMYTH, 108-128 N. Jefferson st., Chicago.

FOR SALE BY NEW YORK FIRM — Four hammer paper lifts; first-class condition; price very low. POST BOX 2158, New York city.

FOR SALE — Cottrell cylinder press, rear tapeless delivery, 42 by 56 inch bed, 4-track, 4 form rollers, back up and trip motion, air springs, overhead steam fixtures; first-class condition; cost $3,500 new; price, $600 cash as it stands. JOHN T. MILLIKEN & CO., 316 Clark ave., St. Louis, Mo.

FOR SALE — Font Standard Linotype matrices, eight-point De Vinne No. 3, used only few months, good as new. THE STAR, Warrensburg, Mo.

FOR SALE — Good printing-plant — power press, gasoline engine, paper-cutter, type, cases, etc. I. C. DUCKWORTH, Pryor Creek, Okla.

FOR SALE — Large, complete line printers' and binders' machinery — up-to-date cylinder, job-presses, paper-cutter, folding, embossing, paging, numbering, punching, perforating and indexing machines, Smyth's book-sewer, type, cases, stands, chases, brass, brass-lined, zinc galleys; No. 1 two-letter Linotype machine, 2 magazines, 12 sets matrices, 4,000 sorts, other Linotype supplies; price-list and specimen sheets furnished. H. BRONSON, Columbia and Newby sts., Chattanooga, Tenn.

FOR SALE — Linotype matrices, 8 and 10 point, Caslon Old Style, Roman and Italic, 2-letter, guaranteed in perfect condition; $50 for both. THE TUTTLE COMPANY, Rutland, Vt.

FOR SALE — One Washington hand proof press, 24 by 30 inch bed; one Challenge power paper-cutter, 32 inch; one imposing-stone, 39 by 75 inch. D 708.

HELP WANTED.

Artists.

AN ENGRAVING HOUSE in Toronto, Canada, wants a man to take charge of the art department, employing 20 artists; one with experience in designing, and who can handle men and customers desired; splendid possibility for advancement. Write fully. D 725.

Bookbinders.

WANTED — A competent binder, to take charge of a bindery; permanent position to right man. D 717.

Compositors.

JOB COMPOSITOR wanted; nonunion; steady position; give references. D 749.

JOB COMPOSITORS wanted; first-class men; open shop; good wages. Address, with references, CANTWELL PRINTING COMPANY, Madison, Wis.

Estimators.

WANTED — Man capable of figuring printing estimates; state qualifications, experience, salary, etc. D 704.

Foremen, Managers and Superintendents.

FOREMAN WANTED for newspaper and commercial engraving department; permanent and desirable position and good salary for competent man. Address, with particulars, GRIT, Williamsport, Pa.

WANTED — A practical and experienced printer for superintendent of a commercial-printing plant, bindery and stationery salesroom; one with experience in estimating all branches of a competitive printing and binding business; in answering, state age, married or single, experience, and give references sufficient as to moral character, etc. Address DEITCH & LAMAR COMPANY, Sioux City, Iowa.

WANTED — Young man to run medium job-office, in Evansville, Ind., on shares; splendid opportunity for young man to get a start. Address REV. L. D. PARKE, Selvin, Ind.

Lithographer.

WANTED — One commercial transferrer for zinc transferring; also one stone-engraver. THORNTON-LEVEY COMPANY, Indianapolis, Ind.

Machinists.

MACHINIST — Competent printers' machinist, familiar with cylinders or jobbers. THE NORMAN & GRUENER COMPANY, New Haven, Conn.

HELP WANTED.

Newspaper Men.

WANTED — Two first-class ad.-setters, two Linotype operators, one make-up man, in Indiana town of 60,000 population; good pay. D 753.

Office Men.

WANTED — Bookkeeper for large private printing-plant; an excellent opportunity for a bright, aggressive bookkeeper, experienced in printing-office methods — one who can keep office matters up to date without red tape and useless waste of energy; plant thoroughly systematized; efficient office help; ideal working conditions; experienced young man preferred, must be able to give gilt-edge references as to character, honesty and ability. D 307.

WANTED — By a large New York book manufacturing plant, an all-around office man; one able to estimate on printing and binding preferred, although this special ability is not so essential as a good working knowledge of the business; opportunity for advancement limited only by the man himself; reasonable salary. D 432.

Pressmen.

A PRINTING-OFFICE in a thriving town in southern Wisconsin needs a good pressman; open shop. D 712.

AN UP-TO-DATE PRINTING-HOUSE, making a specialty of the highest-class catalogue and color work, desires to engage a platen pressman, who is thoroughly competent on fine half-tone, color and embossed work; steady employment and good pay; references required; plant is located in a city of about 12,000 in central New York. D 504.

FIRST-CLASS PRESSMAN, by house doing principally embossing; good salary and permanent position to man capable of taking charge. BRIDGES MFG. CO., Rochester, N. Y.

PLATEN PRESSMAN — Young chap, ambitious, in the most progressive office in Milwaukee; must invest $1,000; ten per cent guaranteed on investment. D 447.

WANTED — First-class Miehle pressman; must have experience in half-tone and three-color process work; steady position. HOWE PRINTING COMPANY, South Bend, Ind.

Proofreaders.

WANTED — A first-class proofreader and O. K. man; union; permanent position. FORT WAYNE PRINTING COMPANY, Fort Wayne, Ind.

Salesmen.

SALESMAN WANTED — To the man who can get a large volume of work for web presses, two-color presses, etc., we have an excellent proposition to offer. WESTERN LITHOGRAPHING & PRINTING COMPANY, Racine, Wis.

TRAVELING SALESMAN, experienced in sale of printing machinery. THE NORMAN & GRUENER COMPANY, New Haven, Conn.

WANTED — Sales manager; experienced in estimating and handling orders in a printing establishment of the first class; should be a good correspondent, and "always on the job." If you are the man, write. ADAMS BROTHERS COMPANY, Topeka, Kan.

Stonemen.

WANTED — A first-class stoneman and 2 A-1 compositors; union. FORT WAYNE PRINTING COMPANY, Fort Wayne, Ind.

INSTRUCTION.

A BEGINNER on the Mergenthaler will find the THALER KEYBOARD invaluable; the operator out of practice will find it just the thing he needs; exact touch, bell announces finish of line; 22-page instruction book. When ordering, state which layout you want — No. 1, without fractions; No. 2, two-letter with commercial fractions, two-letter without commercial fractions, standard Junior, German. THALER KEYBOARD COMPANY, 505 "P" st., N. W., Washington, D. C.; also all agencies Mergenthaler Linotype Company. Price, $4.

A LINOTYPE SCHOOL AT HOME — The Eclipse keyboard, complete, at $4, includes best Linotype keyboard course on market; starts the beginner on *right* path; will make a "swift" out of the operator who lacks speed; either standard or two-letter arrangement; circular on request. ECLIPSE KEYBOARD COMPANY, 117 South Bonner st., Dayton, Ohio. Following agencies: Empire Linotype School, 419 First av., New York city; A. E. Moissan, Box 1118, Winnipeg, Man., Canada.

LINOTYPE INSTRUCTION — Nine weeks' thorough operator-machinist course, $60; one of the largest, oldest, best-equipped schools in the country; hundreds of graduates. Call or write for interesting prospectus. EMPIRE LINOTYPE SCHOOL, 419 First av., New York city.

LINOTYPE SCHOOL — Six weeks' course, $50; 12 years' experience. LINOTYPE SCHOOL, 474 East Fifty-fifth st., Chicago, Ill.

N. E. LINOTYPE SCHOOL, 7 Dix place, Boston, Mass. Four-machine plant, run solely as school; liberal hours, thorough instruction; our graduates succeed. Write for full particulars before deciding.

SEND 5 cents in stamps for color-sense test-card and advice. E. F. WAGNER, 252 Lexington av., Brooklyn, N. Y.

SITUATIONS WANTED.

Artists.

FIRST-CLASS, all-around commercial artist would like to change; position where there is a chance for an interest in the business — if mutually satisfactory — preferred. D 740.

Bookbinders.

A FIRST-CLASS blank-book binder with some capital would like to correspond with some printing-house that wants to start a bindery in connection with its printing business. D 709.

THOROUGHLY EXPERIENCED BOOKBINDER, fifty years old, who has been in charge of large blank-book and edition bindery and is now employed, would like to make change; has worked for two firms in twenty years and will furnish references from both. D 571.

Compositors.

BOOK AND JOB COMPOSITOR desires situation; twenty-seven years old; will go anywhere; union. D 726.

Foremen, Managers and Superintendents.

ASSISTANT MANAGER, superintendent, competent estimator, desires permanent connection with good house; fifteen years' experience; good references, sober, married; St. Louis, Chicago, Indianapolis preferred. D 314.

COMPOSING-ROOM FOREMAN wishes position in medium-sized shop, with strictly modern equipment; good, all-around man, and a student of the business; nine years in last place and resigned to better myself; experienced in handling better class of work; age thirty-seven, married, steady and reliable, union. D 737.

I WANT A POSITION as general manager of a large printing establishment; am thoroughly competent in all branches, original, high-class, of good habits, know costs, a first-class executive and hustler, and can show results; am at present employed in a responsible position and can point to a successful past; references. D 741.

SITUATION WANTED as manager or superintendent; fifteen years' experience; good buyer, estimator and executive; understand commercial lithography; strictly temperate, married; references furnished. D 752.

SUPERINTENDENT, experienced on high-grade printing, desires charge of a plant in the East. D 492.

SUPERINTENDENT OR MANAGER wants position; has practical experience in all classes of printing and binding; careful estimator, close buyer, and can handle the trade. D 719.

WANTED — By young man, twenty-eight, position as foreman evening paper, Iowa or Illinois preferred; hard worker, union. D 738.

Operators and Machinists.

LINOTYPE OPERATOR (lady), speedy, accurate, seeks position; States surrounding New York; union. D 744.

LINOTYPE OWNERS in need of operators are urged to write or wire EMPIRE LINOTYPE SCHOOL, 419 First av., New York city. If you do special work, send us your layout and we will break in operators FREE. We do this to make quick, well-paying positions for our graduates.

MONOTYPE-CASTER OPERATOR desires change; come on short notice; six years' experience; factory references; union. D 703.

Poster Men.

ALL-AROUND POSTER COMPOSITOR (union) desires steady situation; understands show-printing from stands to heralds; can cut stand type and blocks, estimate, etc.; prefer shop employing only one regular poster-man, or to communicate with party about to start new plant. D 730.

Pressmen.

CYLINDER PRESSMAN, thoroughly competent in cut and three or four color work, with several years' experience as foreman of large pressrooms, wishes position with reliable firm. D 736.

PRESSMAN — Capable taking charge; first-class on cylinder and platen, fine color and half-tone; reliable. D 387.

SITUATION WANTED by first-class cylinder pressman on half-tone and process colorwork; understands making up book-forms; capable of taking charge. D 401.

Proofreaders.

PROOFREADER (nonunion) desires position; first-class job and trade journal experience. D 735.

Salesmen.

SALESMAN — Traveling or local; familiar with bank and office supplies, understands estimating on printing, binding, etc. D 743.

Stereotypers.

FIRST-CLASS STEREOTYPER, with good references, wants position as foreman or journeyman. D 649.

WANTED TO PURCHASE.

OLD TYPE-SPECIMEN BOOKS WANTED — Must be in good condition; send name of foundry, date of publication, and price for which you will dispose of them, to MR. E. R. CURRIER, 718 Arch st., Philadelphia, Pa.

WANTED — For cash, 15 by 18 Harris automatic press, two-color preferred. M. M. ROTHSCHILD, 96 Fifth av., Chicago, Ill.

WANTED — Good double-cylinder press that will print four-page six or seven column newspaper. D 733.

WANTED — Pony cylinder or 14 by 22 Colt's Armory press; also, dust-proof type-cabinets. Give full description. D 724.

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DEXTER FOLDER COMPANY, Pearl River, N. Y. Folding machines, automatic feeders for presses, folders and ruling machines. 2-11

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SLADE, HIPP & MELOY, Incpd., 139 Lake st., Chicago. Also paper-box makers' supplies. 1-11

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NEW LINE of bas-reliefs, published by H. E. Smith Company, Indianapolis, Ind. 12-10

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SHEPARD, THE H. O., CO., 120-130 Sherman st., Chicago. Write for estimates. 1-11

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BARNHART BROTHERS & SPINDLER, Chicago. Electric-welded steel chases. 7-10

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HART, R. A., Battle Creek, Mich. Counters for job-presses, book-stitchers, etc., without springs. Also paper-joggers, "Giant" Gordon press-brakes. Printers' form-trucks. 5-11

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McCAFFERTY, H., 141 E. 25th st., New York. 3-11

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MURRAY MACHINERY COMPANY, Kansas City, Mo. All kinds of electrotyping, stereotyping and photoengraving machinery. 3-11

THE OSTRANDER-SEYMOUR CO., General Offices, Tribune bldg., Chicago. Eastern office, 38 Park Row, New York. Send for catalogue. 1-11

WILLIAMS-LLOYD MACHINERY COMPANY, office and salesrooms, 337-339 Dearborn st., Chicago. Eastern representatives: United Printing Machinery Company, Boston-New York. 2-11

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FREUND, WM., & SONS, est. 1865. Steel and copper plate engravers and printers, steel-die makers and embossers. Write for samples and estimates. 45-59 Randolph st., Chicago. (See advt.) 3-10

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STEWART'S EMBOSSING BOARD — Easy to use, hardens like iron; 6 by 9 inches; 3 for 40c, 6 for 60c, 12 for $1, postpaid. THE INLAND PRINTER COMPANY, Chicago.

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YOUNG, WM. R., 121-123 N. 6th st., Philadelphia, Pa. Printing and embossing dies, brass, steel, zinc; first-class workmanship. 6-10

Engraving Methods.

ANYBODY CAN MAKE CUTS with my simple transferring and etching process; nice cuts from prints, drawings, photos are easily and quickly made by the unskilled on common sheet zinc; price of process, $1; all material costs at any drug store about 75 cents. Circulars and specimens for stamp. THOMAS M. DAY, Box 12, Windfall, Ind. 6-10

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JONES, SAMUEL & CO., 7 Bridewell place, London, E. C., Eng. Our specialty is noncurling gummed paper. Write for samples. 12-10

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RAY, WILLIAM H., PRINTING INK MFG. CO., 735-7-9 E. 9th st., New York. 9-10

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GOLDING MFG. CO., Franklin, Mass. Golding Jobbers, $200-$600; Embosser, $300-$400; Pearl, $70-$214; Automatic Roll Feed. 8-10

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BARNHART BROTHERS & SPINDLER, Chicago. New, rebuilt. 7-10

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Motors and Accessories for Printing Machinery.

SPRAGUE ELECTRIC COMPANY, 527 W. 34th st., New York. Electric equipments for printing-presses and allied machines a specialty. 3-11

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BINGHAM BROTHERS COMPANY, 406 Pearl st., New York; also 521 Cherry st., Philadelphia. 10-10

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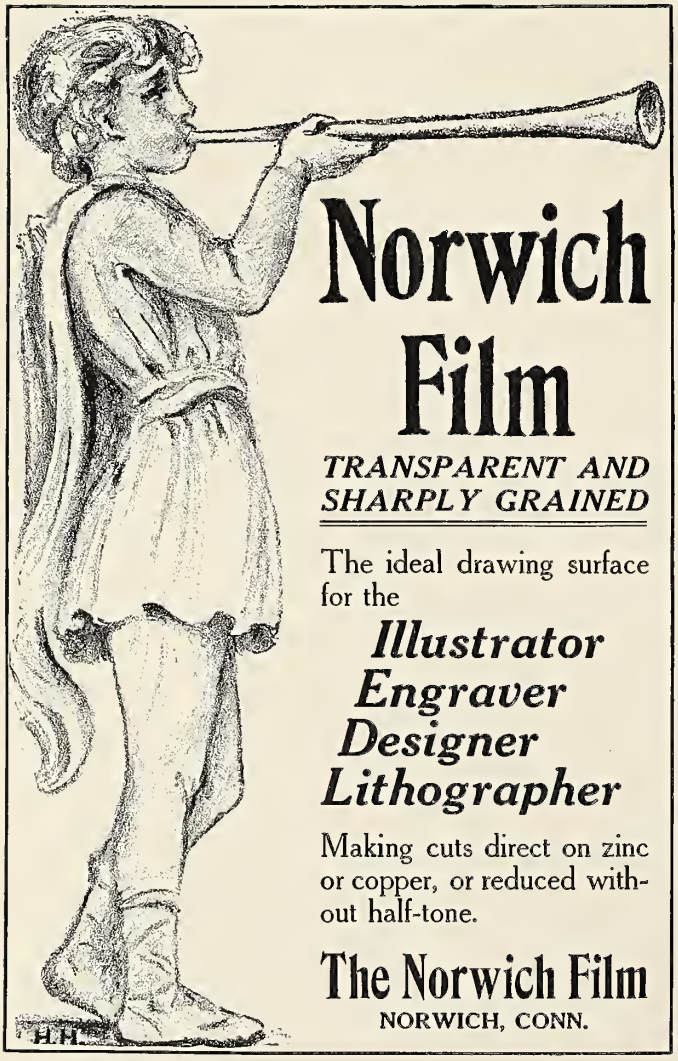
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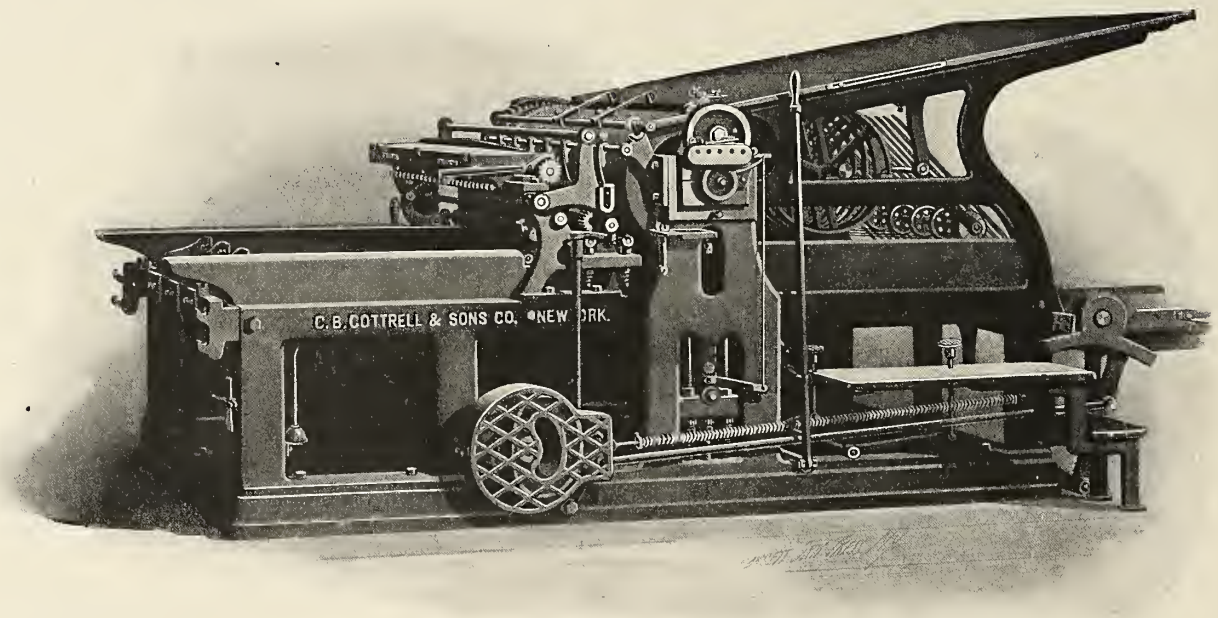
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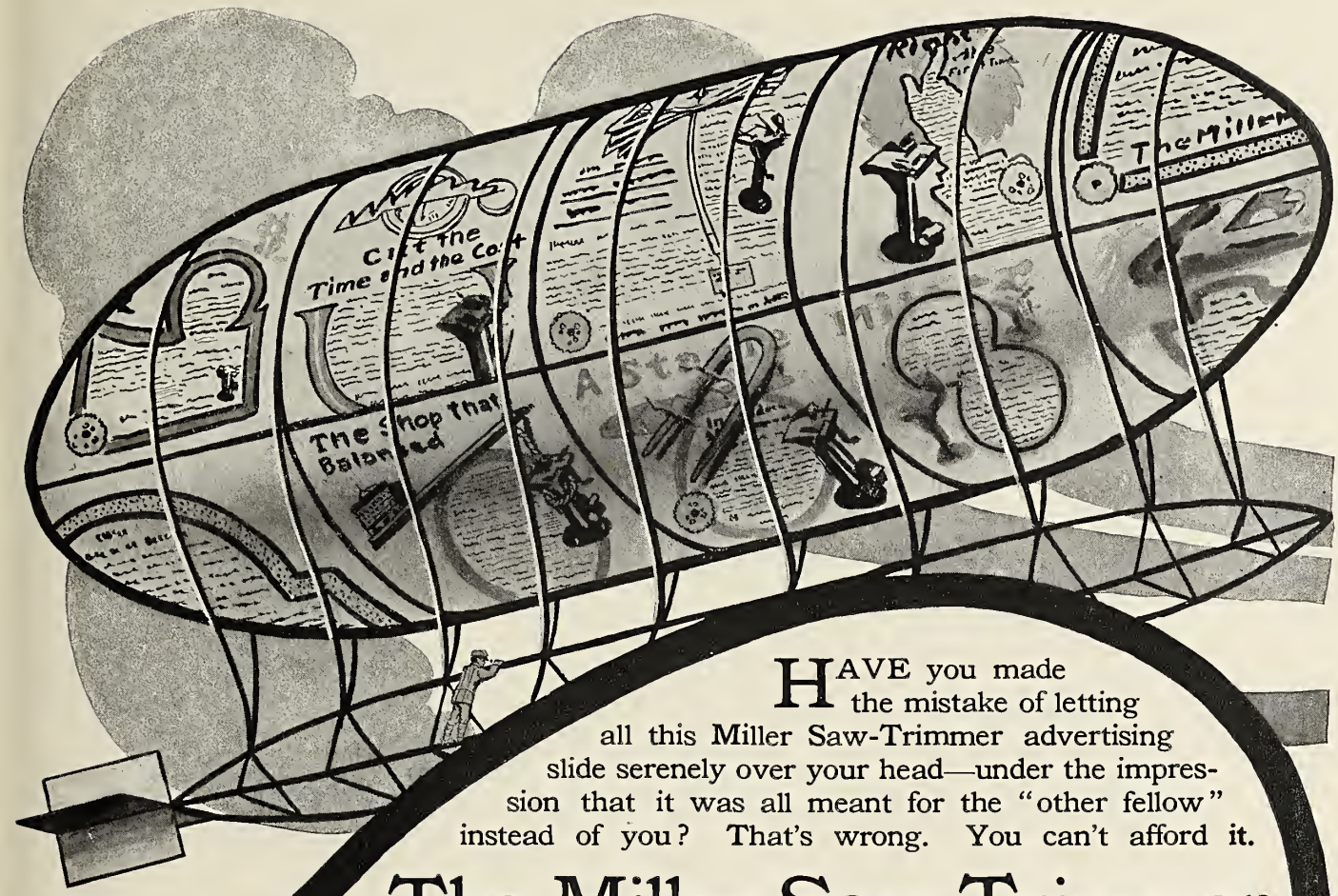
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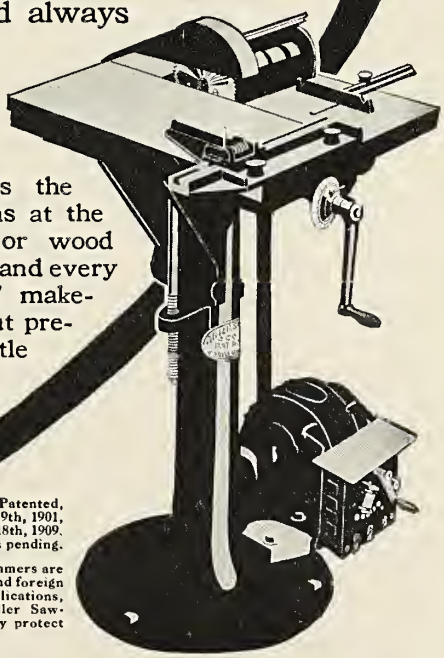
is built for **you**—its advertising is built to inform **you** of the profits and savings it will make in **your** shop. The liberal terms of its free trial offer have been arranged for **your** benefit, so **you** can prove its worth under **your** shop conditions. So take this all home to yourself—and if you have been missing something, start **today** to get the facts—the knowledge that belongs to you.

And another thing—now that we are speaking of "overhead." Don't get it into your mind that owning a "Miller" means increasing your "overhead" expense. On the contrary, this machine is first, last and always an earner as well as a saver. It hastens as well as betters your **production.**

Write us here and now for the complete story of the Miller, and the particulars of our offer for a free test of thirty days.

The Miller Saw-Trimmer

THE Miller Saw-Trimmer is the machine that saws-and-trims at the same operation, handling metal or wood mounted cuts, slugs, rule, furniture and every other item entering into printers' make-up—and reducing its entire output precisely to point measure. It takes little room and little power and does not require a special operator.

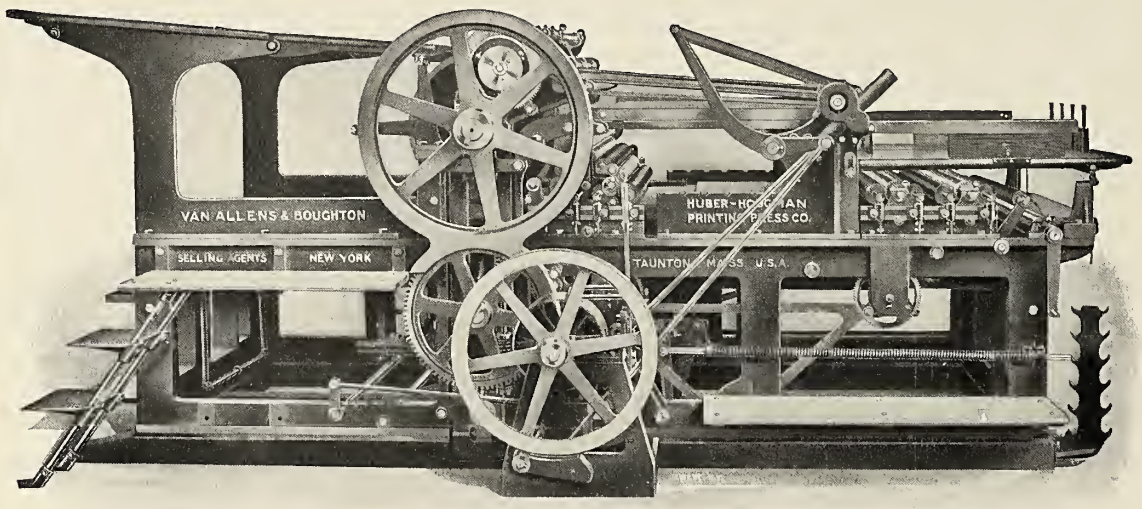


Miller Saw-Trimmer Co. *Milwaukee*

Patented, April 9th, 1901, and May 18th, 1909. Other patents pending.

The Miller Saw-Trimmers are fully covered by U. S. and foreign patents and pending applications, controlled exclusively by Miller Saw-Trimmer Co., who will vigorously protect its rights therein.

THE HUBER-HODGMAN PRINTING PRESS



PRINT-SIDE-UP DELIVERY IN OPERATION

ARE you going to buy a new press soon? The Huber-Hodgman is built for the first-class trade. With our splendid equipment we are prepared to furnish you a high-grade machine at a cost not to exceed the cheaper build. Won't you give us an opportunity to show you the fine features in this press? The press will deliver the goods. It is the most rigid, lightest running, most durable and all-round satisfactory press built. Our new Pony is truly the press *de luxe*. No shoes or rack hangers; noiseless, four rollers, four tracks. The movement is unique. Powerful, durable and rigid, and with all the speed that can be used. Suitable for any class of work that can be done on any size press. If you will examine it you will be compelled to admit it is the best built. Let us have an interview. All we ask is a chance to show it.

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¶ We guarantee to furnish matrices (Linotype and electrotype) in all faces and sizes from 5 to 48 point at a cost of $2 per font. *Is that economy enough?*

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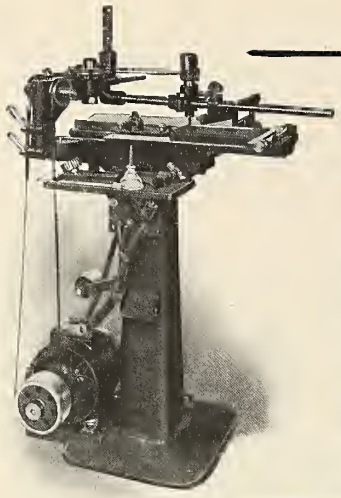
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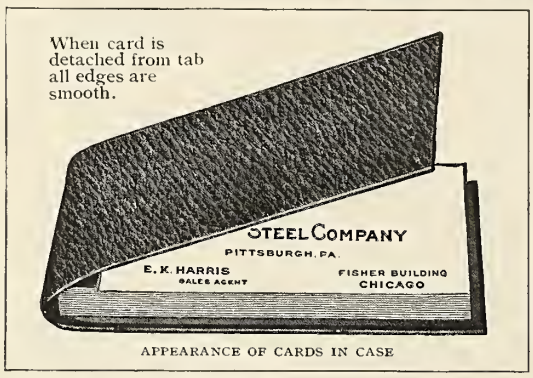
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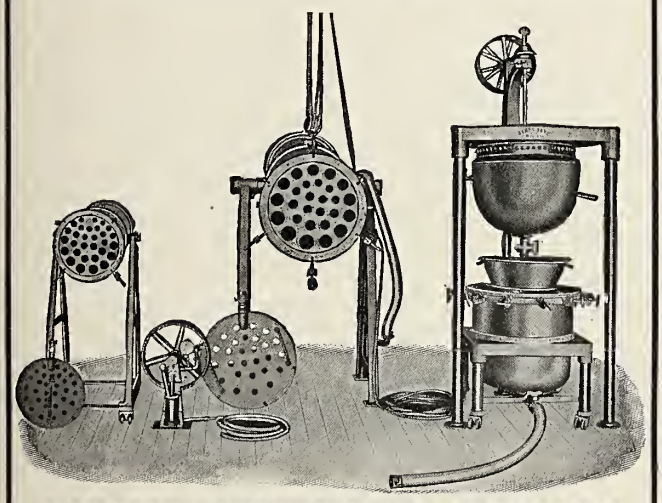
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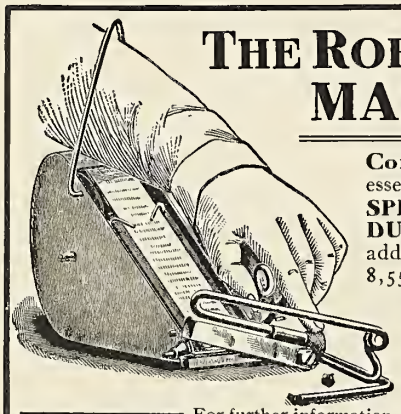


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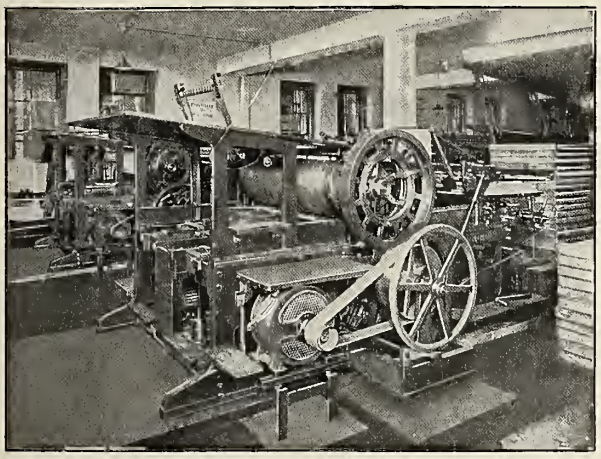
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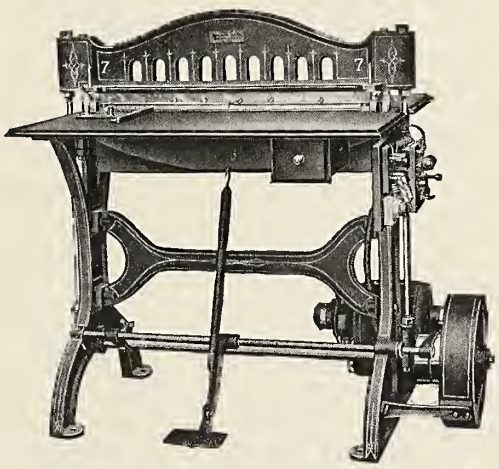
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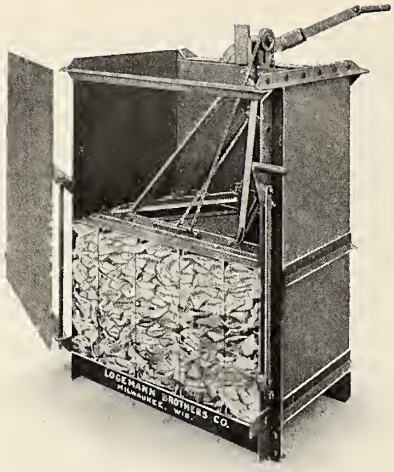
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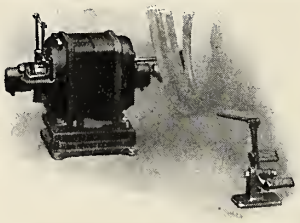
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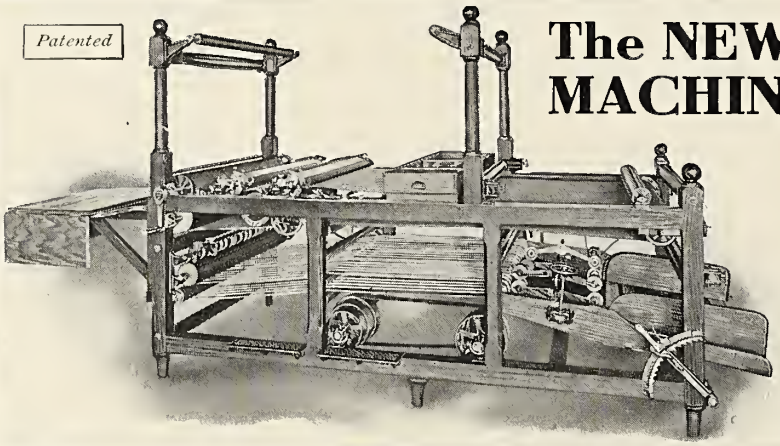
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To wear forever. To do perfect ruling. To be set quickly. To run fast, and to satisfy the ruler.

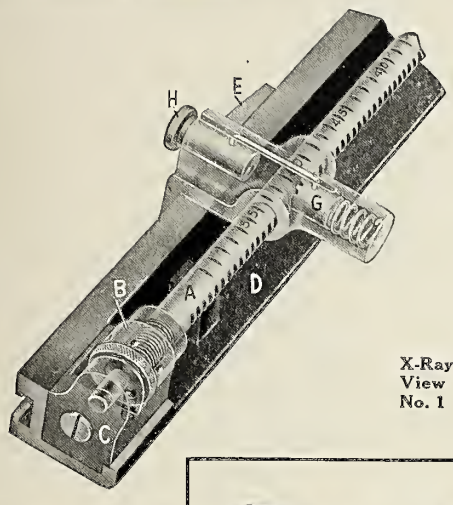
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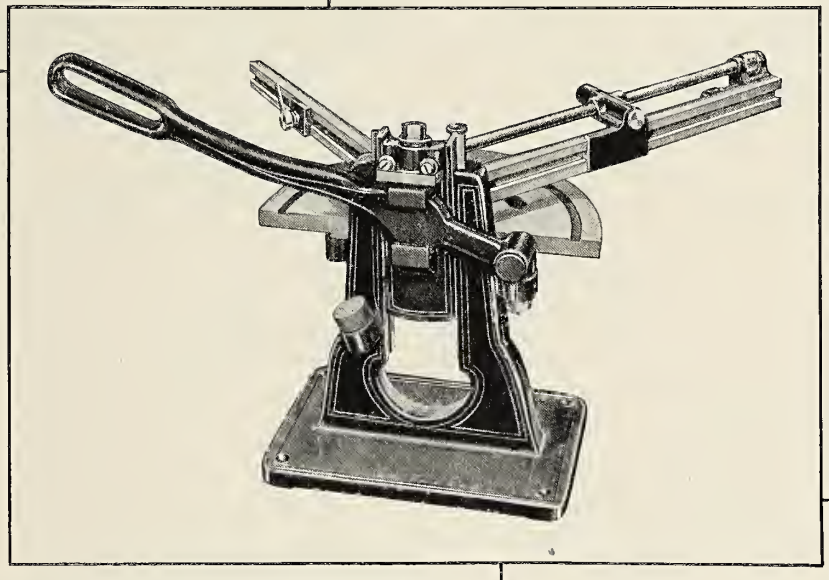


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IS THE MOST PERFECT MITERING MACHINE MADE

IT embodies all the good features of similar tools and, in addition, is equipped with a **Positive Gauge that sets instantly and locks automatically to points,** enabling the operator to miter rules to picas, nonpareils, or points **inside** as well as outside measure — a feature not possessed by any other miterer. The construction and operation of this gauge are clearly shown in X-Ray View No. 1.

THE RULE HOLDER or Guide is located and locked at the exact angle wanted by a pin that passes through the holder and into the proper hole in the table, which is drilled and indexed for 2, 3, 4, 5, 6, 8, 10 and 12 sided figures.

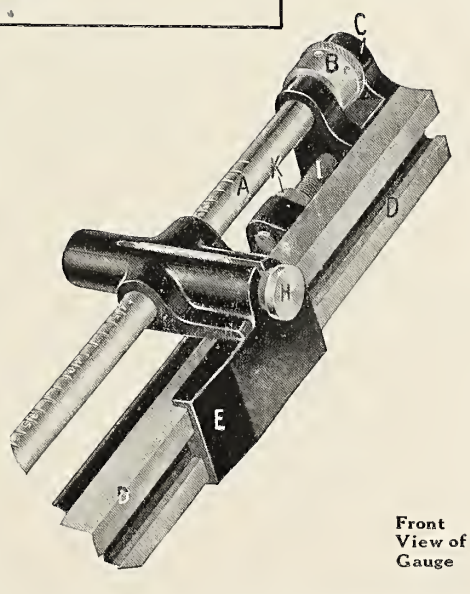


The only machine that miters to points inside as well as outside measure

Price complete with Chip Cup and Jointer $20.00

The faces of the holder are at an angle of ninety degrees, so that square sets can be cut without any change whatever.

THE GAUGE ROD "A," on which the Gauge Head "E" slides, is graduated to picas and numbered every five ems, and also has flaring notches milled on one side six points apart. These notches are engaged by four teeth on the end of the locking-bolt "G," which is held firmly in position by a stiff spring. These teeth seat on their sides, which makes them self-centering, takes up all play or lost motion, and also compensates for wear.



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INDIANAPOLIS
151-153 Kentucky Avenue

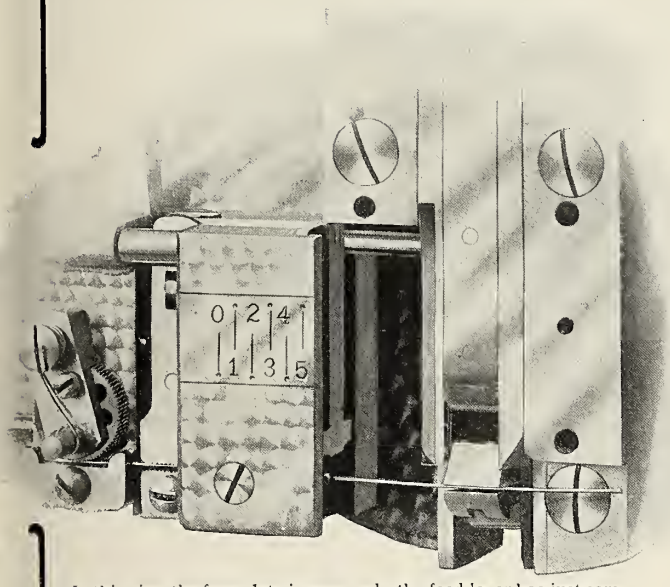
DALLAS
675 Elm Street

MILWAUKEE
133-135 Michigan Street

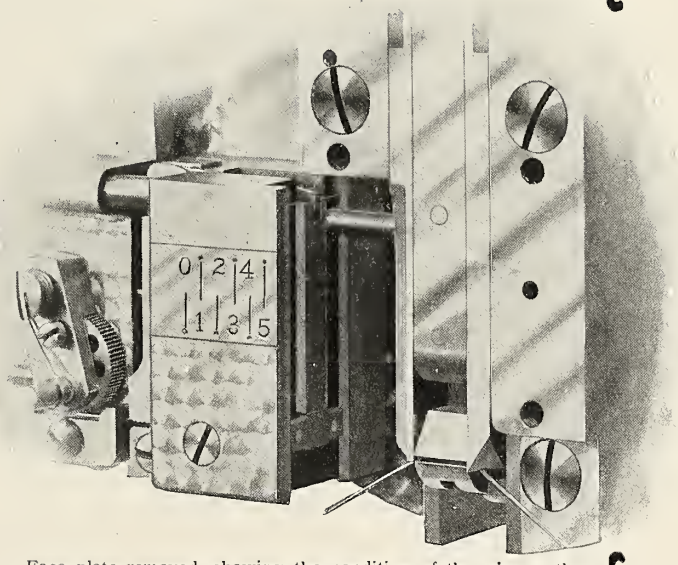
MINNEAPOLIS
719-721 Fourth St., So.

DES MOINES
609-611 Chestnut Street

Latham's Monitor Wire Stitchers

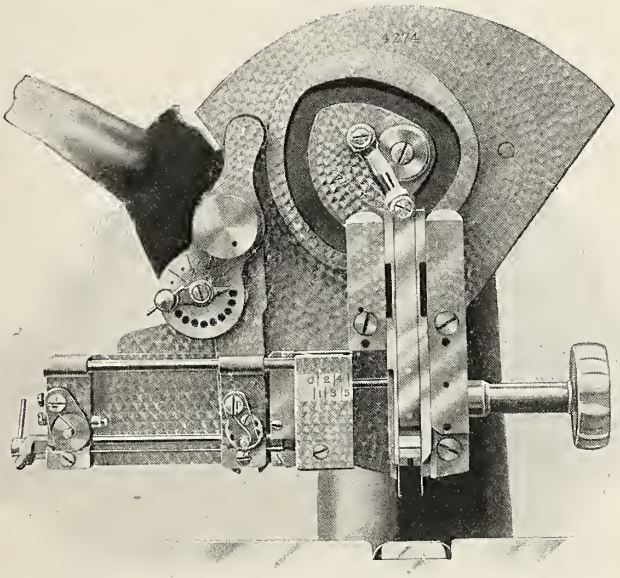


In this view the face plate is removed; the feed lever has just completed its full stroke, and the cutter blade is about to cut off the wire. The former is about to catch the wire to bend it.

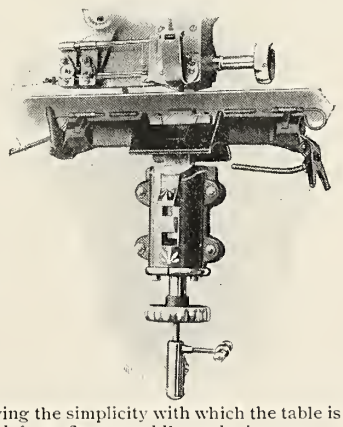


Face plate removed, showing the condition of the wire as the former starts to bend the staple into shape.

The illustrations on this page show the vital working parts of the MONITOR WIRE STITCHER. The MONITOR is the only wire stitcher on the market from which the face plate can be removed, leaving the machine intact for complete feeding, forming and driving of the staple in full view of the operator.



Face plate removed, showing the full stroke of the feed lever with the staple fully formed, ready to be driven through the stock and clinched by the clitchers from below. Notice the straightness of the wire.



Showing the simplicity with which the table is converted from flat to saddle, and vice versa. The simplest and most perfect device known.

Latham Machinery Co.

CHICAGO, 306-312 S. Canal St.
NEW YORK - - - - - - - - 8 Reade St.
BOSTON - - - - - - - 220 Devonshire St.

Why New Type Faces Create Printing

A printer asked us to give him the reason why new type faces sell printing.

Here it is.

It is a law of human nature to be attracted by the new—to like change.

Check up the operation of this law in other lines and follow it out.

Women's fashions change every year. Why? Because the dealers in women's clothing make them change. Years ago, when one style of dress was in fashion for years, women were content with one or two new dresses in a year, and didn't discard them until the material was worn out. Today new fashions are continually issued and women buy more clothing because the new style has caught their eye; and to keep pace with their associates, they must have the new styles.

In England, men's clothing fashions do not change as rapidly as here, and there are nothing like as many styles. What is the consequence? The per capita expenditure for clothing by men in America far exceeds the per capita expenditure of men in England. Why? Because the manufacturers of men's clothing here have given the retailer so many new styles and keep on giving him so many styles that he induces men to the purchase of more clothing by the issue of more styles and patterns.

The American Type Founders Company keeps on issuing new faces because the printer's customer wants them, *and all live printers want him to want them.* It is scientific business. It is the recognition and exploitation in business of a tendency of human nature.

Just as a man wants new styles of clothing because they are new, just as he wants new neckwear because it is new, so he wants a new face of type because it is new.

The printer who is most successful in getting more business is the printer who recognizes this law of change, and the composing room of the printer who is taking advantage of it is alive and not dead.

The greatest salesman the printer can have, the greatest productive force in his business, the pivot on which his entire business revolves, is his composing room.

A dead composing room stocked with old, worn faces creates nothing. But a composing room with new faces of type is creative because—out of it—comes change for the customer.

The composing room that is up to date is soliciting business through appealing to the customer's love of change. *It does more than hold business, it produces more business. It is more than competitive, it is creative.*

Nothing whets a merchant's printing appetite like new faces.

The buyer of printing wants change. The easiest and best way to give it to him is with new type faces.

We issue more new type faces than all other type foundries combined, and ours are winners for the printer.

That is why the American Type Founders Company has always kept the lead in issuing new faces. That is why it is going to keep on issuing them.

American Type Founders Company

Century Oldstyle Bold

A New Type Face Not Shown in the American Line Type Book or Supplement

72 Point — 3 A $7 95 4 a $5 00 $12 95

RICH Experts

60 Point — 3 A $6 20 4 a $3 95 $10 15

Knights DESIRE

48 Point — 4 A $4 25 6 a $3 60 $7 85

STRONG Complaints

6 Point — 4 A $2 70 7 a $2 50 $5 20

Banking Systems CHANGED

30 Point — 5 A $2 25 9 a $2 15 $4 40

MODERN GAMES
Serious Performer

12 Point — 14 A $1 25 29 a $1 50 $2 75

HONEST COMEDIAN SECURED
Some Remarkable Achievements
Educated Juveniles Predominate
Strong Characters $1234567890

24 Point — 6 A $1 75 12 a $1 85 $3 60

HANDSOME MAIDEN
Delightful Entertainers

10 Point — 16 A $1 20 32 a $1 30 $2 50

DIGNIFIED TOURISTS REMINDED
Frivolous Damsel Gathering Flowers
Great Mansions Impart Enchantment
Charming Venetian Scenes Portrayed

18 Point — 9 A $1 55 18 a $1 70 $3 25

EXPERIENCED MECHANIC
Mysterious Names Procured

8 Point — 19 A $1 05 38 a $1 20 $2 25

BRIGHT FOREIGN DIPLOMATS WELCOMED
International Complications Recently Discussed
Strenuous Exercise Very Highly Recommended
Railroad and Banking Systems Receive Mention

14 Point — 12 A $1 40 24 a $1 60 $3 00

DETERMINED HEROES RETURN
Prominent Soldiers Receive Medals

6 Point — 21 A $0 95 42 a $1 05 $2 00

EUROPEAN SECURITIES PRESENTED ON DEMAND
Dignified Financiers Celebrate Great Industrial Victory
Excited Speculators Creating Magnificent Fabrications
Asking Questions $1234567890 Harmless Excitement

42 Point in Preparation

Sold in Weight Fonts at Body Type Prices and Discounts

American Type Founders Company

The WETTER
Low Plunger Numbering Machine

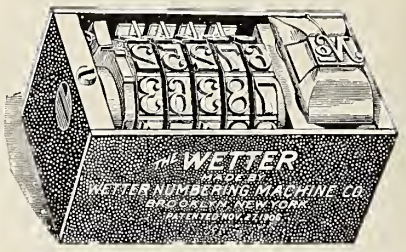
Lower in Price than any other good machine.

See our advertisement in the *American Printer* and how to secure a cash prize for what you know in regard to combinations that can be made with numbering machines.

ALL DEALERS SELL THEM

WETTER NUMBERING MACHINE COMPANY
331-341 Classon Ave., Brooklyn, N.Y., U.S.A.

Model 130



Five-wheel machine to automatically number from 1 to 99999.

№ 12345

The HUMAN FIGURE



By J. H. VANDERPOEL

The HUMAN FIGURE

Drawing and Construction by John H. Vanderpoel

Mr. John H. Vanderpoel has been for nearly thirty years one of the most distinguished teachers of drawing in America; himself a consummate draftsman, he has instructed thousands of men and women, so that the list of famous American artists contains a large percentage of those who have been his pupils. His specialty is the drawing and construction of the human figure, and in this he stands high among the world's masters. His knowledge of the nude, and the clear, systematic manner in which he gives it expression, is unsurpassed in modern art instruction.

Mr. Vanderpoel's new book is a full and concise exposition of his system. The text is a thorough analysis of the human figure from the artist's standpoint, feature by feature and as a whole. It is illustrated with 54 full-page plates—all of them masterly drawings of the greatest value to the student—and 330 marginal sketches, none of which have ever been published, showing parts of the body in various positions and actions. Altogether it is the most complete illustrated work on the subject now extant. To the student and the working artist, as well as to the general public which may use such a book for reference, the publication of Mr. Vanderpoel's life-work is of the utmost importance.

Mechanically the book is a beautiful one, finely printed on heavy paper, solidly bound in an artistic manner, and designed to be as convenient for reference as possible. ***Price, $2.00 Net.***

THE INLAND PRINTER COMPANY

120-130 Sherman Street, CHICAGO — 1729 Tribune Building, NEW YORK

STANDARD LINE — **SUPERIOR QUALITY**

THE NEW CAMBRIDGE SERIES

18-Point 9A $1.50 18a $1.75 $3.25
SUPERIOR TYPE
Figures Distinct 45

36-Point 4A $2.60 7a $2.25 $4.85
EXPERT
Rich Men

An Attractive Series

Unusually adaptable to the requirements of different classes of printing. For catalog covers, show cards, labels, stationery, newspaper and periodical advertising it is very attractive. It registers perfectly with our Cambridge series, permitting striking color effects

24-Point 6A $1.85 12a $1.90 $3.75
NICE PROFIT
Increase Yours

30-Point 5A $2.10 10a $2.30 $4.40
PRINTERS
Rush Order

48-Point 3A $3.90 6A $3.65 $7.55
FINE Faces

60-Point 3A $5.50 5a $3.80 $9.30
Red INK

ORIGINATORS OF FASHIONS IN TYPE

Boston — **THE H. C. HANSEN TYPE FOUNDRY** — New York

190-192 Congress St. — **Established 1872** — **43-45 Centre St.**

If interested send for two-color specimen sheet

AGENCIES IN ST. PAUL, GRAND RAPIDS AND PHILADELPHIA

12-PT. RUNION BORDER NO. 2. 54 INCHES, $1.50

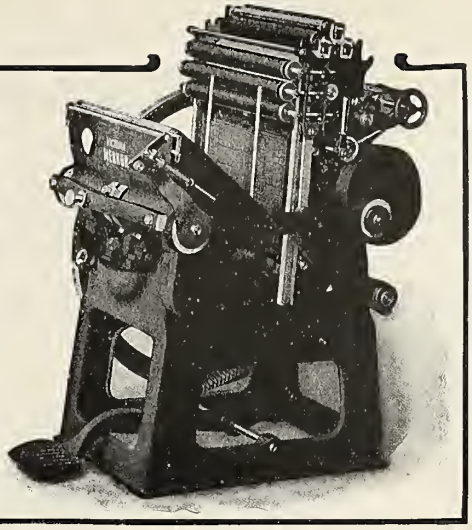
"MERKUR"

The very latest design, built on the style of our "Victoria." It is a light and fast running jobber for first-class printing. Parallel impression and excellent cylinder inking.

INSIDE CHASE
12½ x 16¾ INCHES.

SPEED PER HOUR
2,000 AND OVER.

Practical ink fountain and many other up-to-date improvements.



Victoria Platen Press Manufacturing Co.

For details write FRANK NOSSEL - - 38 Park Row, NEW YORK

OUR FIRST NET PRICE LIST

MARCH, 1910

Representing many new and profitable lines, is now ready for distribution.

MAILED UPON REQUEST.

Parker, Thomas & Tucker Paper Co.
76-82 Sherman Street - - Chicago, Illinois

Reliance Paper Cutters

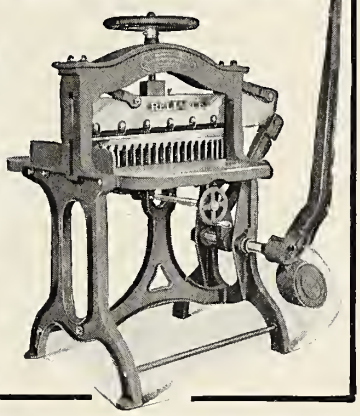
Manufactured by

Paul Shniedewend & Co.
CHICAGO

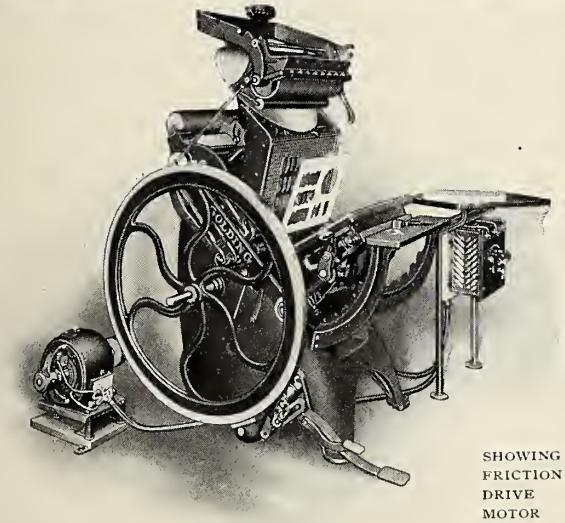
are made to PAY DIVIDENDS for the printer AND PROVE IT. Their utter simplicity, uniform accuracy, shear cut, easy leverage and perfect rigidity SAVE LABOR, DELAYS, PAPER. Wear a lifetime.

Reliance Cutters Satisfy.

Write Your Dealer for Prices.



The printer who has once used a *Peerless Motor* knows what Motor *satisfaction* means.



SHOWING FRICTION DRIVE MOTOR

¶ **PEERLESS MOTORS** are made for dependable service. Made to operate any size press.
¶ Our catalogue (free for the asking) will tell you more than we can through this space. Let us submit plans, prices, etc.

THE PEERLESS ELECTRIC CO.
Factory and General Offices - - WARREN, OHIO
CHICAGO, 315 Dearborn St. NEW YORK, 130 W. 25th St.

Steel Die Embossing Work

is now known as the acme of *quality* and *distinction.* We have an interesting proposition to offer the local printer to become our representative.

The Particular Business Man

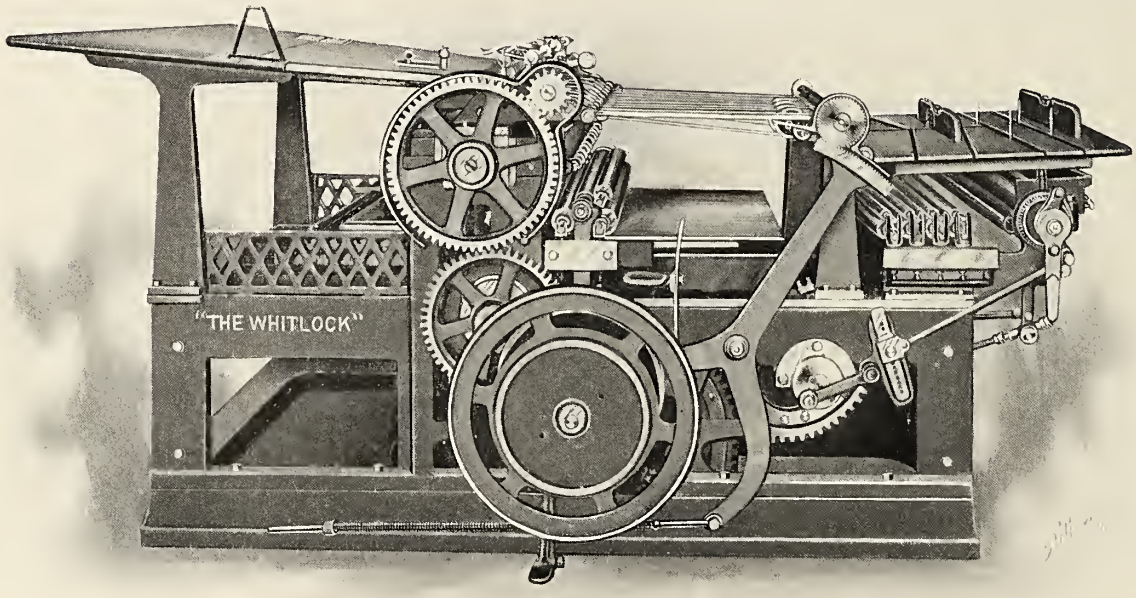
can not be too exacting in the selection of his stationery. The local printer can serve his home merchants and professional men in no better manner than to interest them with the acknowledged artistic form of correct stationery.

Our System Will Interest You

We will place in the hands of the local printer full information, samples, prices, etc., enabling him to go among his clients and solicit steel-die work. There is a good margin of profit for you. Show your customers the quality and character of our work. Write to-day for further particulars.

OVER 40 YEARS ON STATE ST.
WM. FREUND & SONS
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STEEL AND COPPER PLATE ENGRAVERS AND PRINTERS
45 TO 49 RANDOLPH STREET
STEEL DIE EMBOSSING CHICAGO
PHONE RANDOLPH 805

The Standard PONY PRESS of the World



The WHITLOCK PONY

The swiftest, smoothest running, most convenient, most productive, most economical, most durable, yet withal the simplest of all the Pony Presses.

More Whitlock Pony Presses are in use in this Country than all other makes of Two-Revolution Pony Presses combined.

Let us tell you about it!

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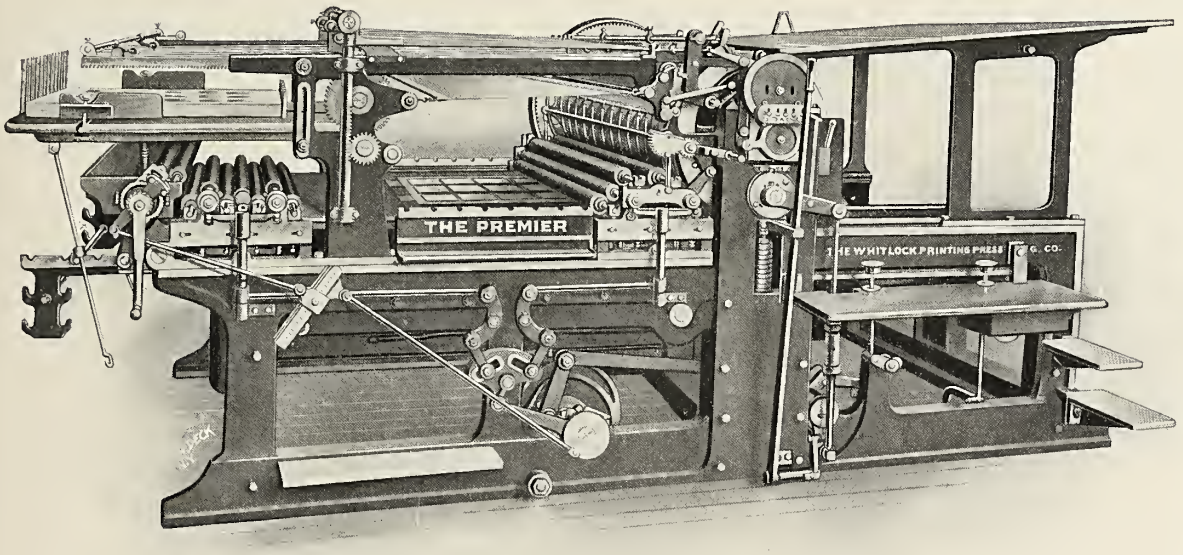
The WHITLOCK PRINTING-PRESS MANUFACTURING COMPANY

DERBY, CONN.

NEW YORK, 23d Street and Broadway
Fuller (Flatiron) Building

BOSTON, 510 Weld Building, 176 Federal Street

The New Series WHITLOCK Two-Revolution Press



The PREMIER!

The last word in American Printing Press construction and all that that implies. Epitomized, this last word spells convincing and unequivocal *Superiority.*

That is the one word story of ***The* PREMIER.**

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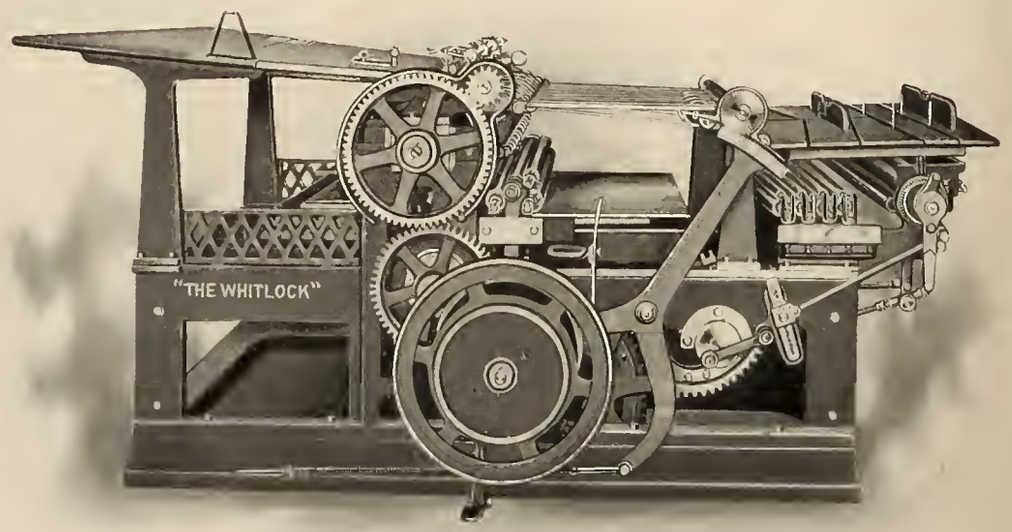
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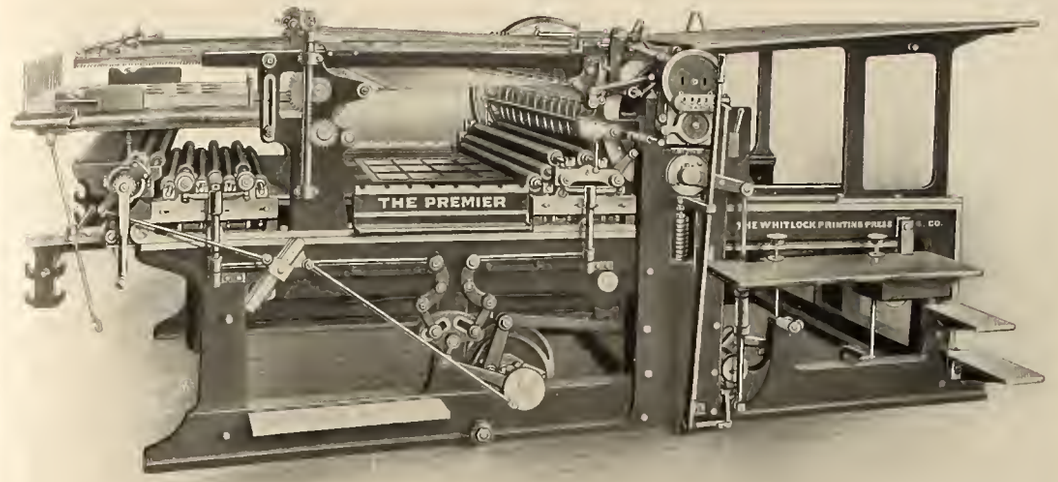
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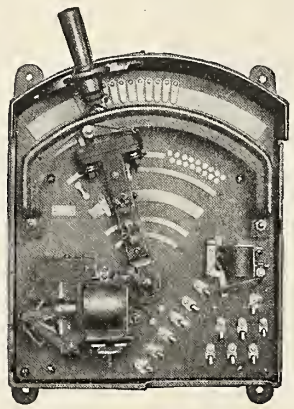
DERBY, CONN.

NEW YORK, 23d Street and Broadway
Fuller (Flatiron) Building

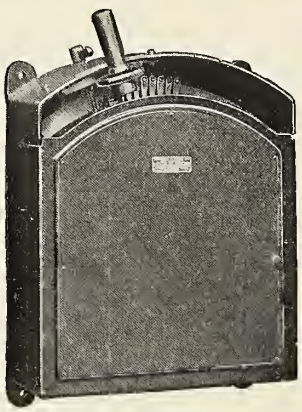
BOSTON, 510 Weld Building, 176 Federal Street

A New Controller for Electrically Driven Flat-bed Printing-presses

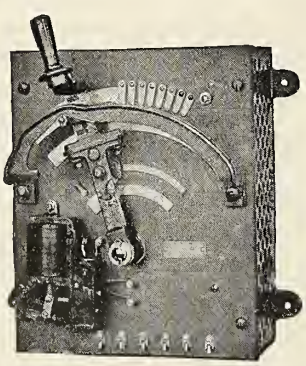
The General Electric Printing-press Controller can be furnished having one or all of the following features:



CR 171—Controller with cover removed.



CR 171—Non-spring Return Printing-press Controller.



CR 170-A—Printing-press Controller.

Dynamic Brake

This dynamic brake is electrical in action and operates instantly without wear on apparatus.

Protective Devices

A device may be supplied which will automatically disconnect the motor if the power fails. This eliminates any danger of the motor being injured by the application of full voltage to the motor when it is not running, and also relieves the operator of the responsibility of disconnecting it in case of failure of power.

If desired, an additional device may be furnished for preventing overloading or abusing the motor, so designed as to automatically disconnect it if the load becomes so heavy as to endanger the motor. Its action is independent of the judgment of the operator and takes place with absolute certainty the instant the condition which might injure the apparatus becomes established.

Push-button Control

Push-button control for stopping or jogging the press by one and the same push-button from a point remote from the controller is a great time-saver. If the push-button is closed while the press is not in operation, the press runs very slowly while the push-button is held closed. If the press is in operation it may be stopped by pressing the button. This insures stopping it very quickly if occasion demands, as push-button stations may be located so that one will always be in reach of the operator whether he be in charge of one press only or more than one.

Extra Point for Reversing

An extra point for reversing is sometimes desirable. This avoids the delay of having to reverse by hand and gets the press into operation again in the shortest possible time in case it has been stopped under such conditions that reversing is unavoidable.

Cover

A cover for partially or totally enclosing the rheostat in case this is desired.

Starting Device

The starting device can be designed for starting duty only or for both starting duty and speed variation.

SALES OFFICES IN THE FOLLOWING CITIES:

Atlanta, Ga.
Baltimore, Md.
Boston, Mass.
Buffalo, N. Y.
Butte, Mont.
Charleston, W. Va.
Charlotte, N. C.
Chicago, Ill.
Cincinnati, Ohio
Cleveland, Ohio
Columbus, Ohio
Denver, Colo.
Detroit, Mich.
(Office of Sol'g Agt.)
Indianapolis, Ind.
Kansas City, Mo.
Los Angeles, Cal.
Minneapolis, Minn.
Nashville, Tenn.
New Orleans, La.
New Haven, Conn.
New York, N. Y.
Philadelphia, Pa.
Pittsburg, Pa.
Portland, Ore.
Richmond, Va.
Salt Lake City, Utah
San Francisco, Cal.
St. Louis, Mo.
Seattle, Wash.
Spokane, Wash.
Syracuse, N. Y.

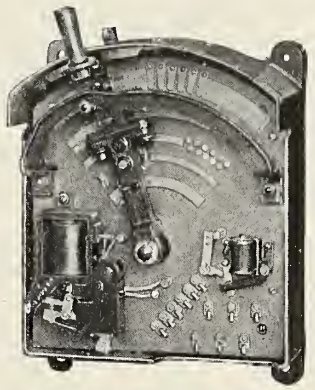
Some Strong Points of the General Electric Printing-press Controllers

The General Electric Company manufactures both motors and motor controlling apparatus.

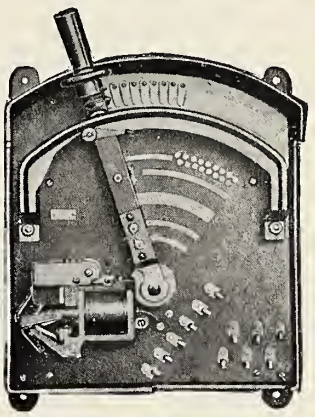
It maintains a corps of expert engineers in charge of the design of each.

The close co-operation between these engineers enables those of the Controller Department to obtain the widest possible knowledge of requirements and operating conditions.

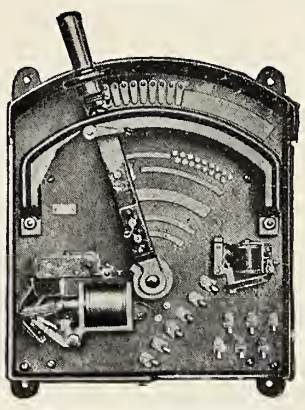
Expert knowledge of operating requirements is as important as that of controller design, in order that the device may most fully meet all conditions.



CR 171-A — Printing-press Controller with cover removed.



CR 171-G — Printing-press Controller.



CR 171-H — Printing-press Controller.

Durability

Maximum durability is secured by substantial design of parts, and by disconnecting the apparatus by means of a special device of exceptionally rugged construction and provided with a special feature to prevent the controller being injured or burned when the press is stopped.

An enclosed ventilated type of resistance is used, the units of which are so designed as to be mechanically strong and fireproof.

Ease of Inspection

All parts are readily accessible for inspection and repairs, permitting quick replacement of any part when necessary.

Low Cost of Maintenance

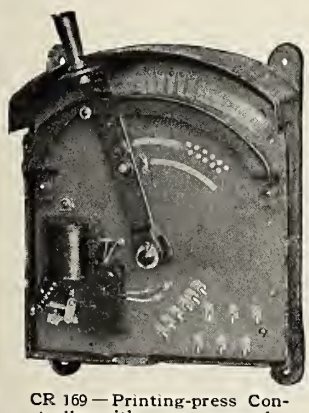
All ordinary repairs can be quickly and readily made by the establishment's electrician, thus avoiding the delay of sending the apparatus away for repairs or the heavy expense of employing experts to repair it.

Any resistance element can be quickly and easily replaced, avoiding the purchase of a complete new resistance if it is accidentally injured.

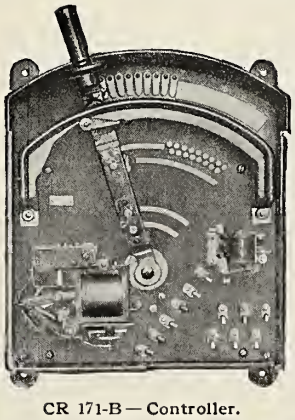
Our local office will be pleased to give you complete information regarding the above controllers or controllers for rotary presses and all other printing-press machinery.

General Electric Company

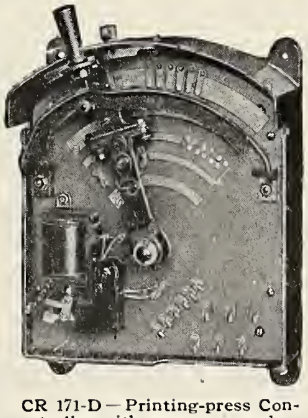
Principal Office: Schenectady, N. Y.



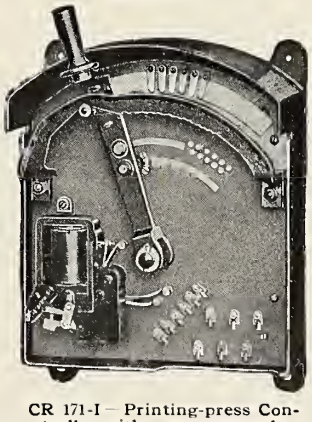
CR 169 — Printing-press Controller with cover removed.



CR 171-B — Controller.

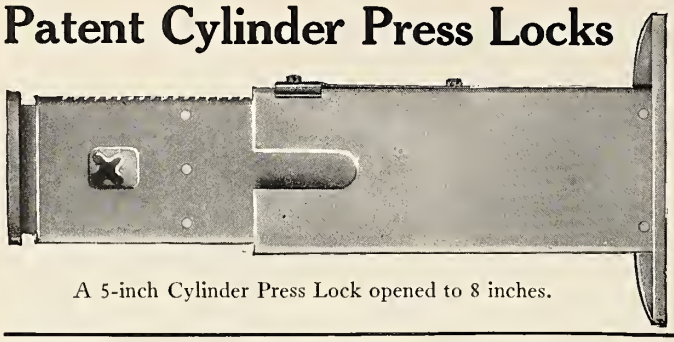


CR 171-D — Printing-press Controller with cover removed.



CR 171-I — Printing-press Controller with cover removed.

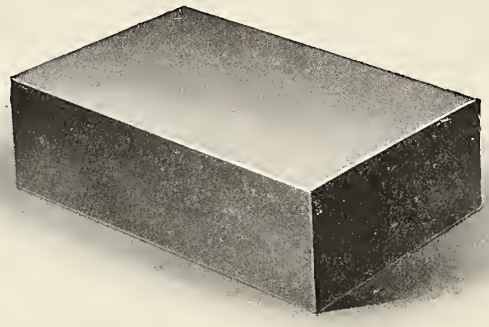
Patent Cylinder Press Locks



A 5-inch Cylinder Press Lock opened to 8 inches.

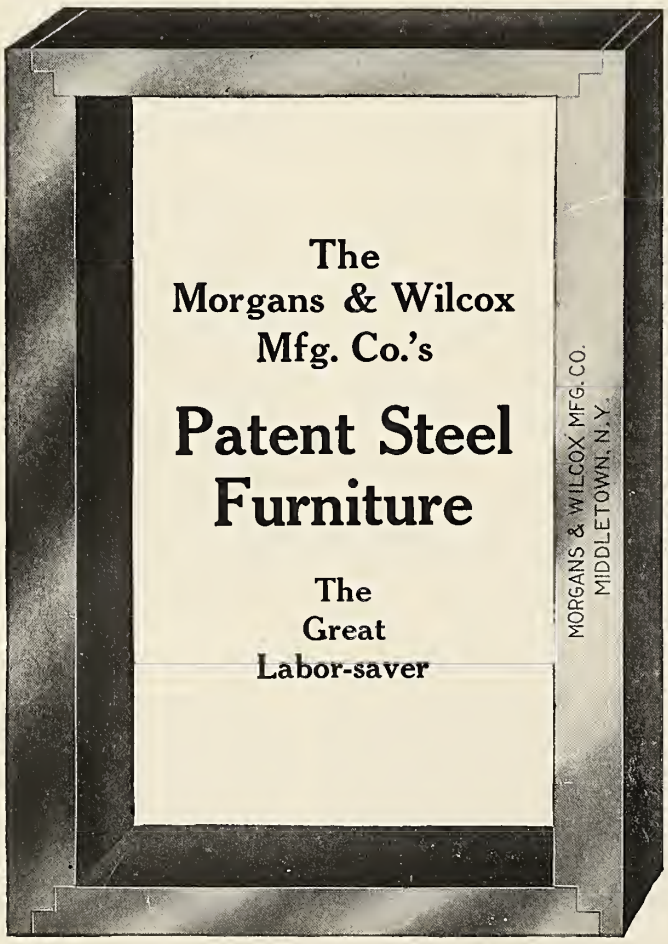
For locking chases on the press.
Dispensing with furniture and quoins.
Quickly adjusted.
Secure lock.
Great time-saver.
Holds chase solid to bed.
Prevents material working up inside.

Floored Iron Furniture



Iron Furniture





We have no hesitation in saying that these four appliances, all originating with us, and all largely bought and highly appreciated, are the best four things in their line that ever went into a printing office.

Iron and Steel Furniture

Will not warp, shrink or swell; can not be squeezed out of shape, nicked or bruised; will not corrode. *The only indestructible furniture made.*

All regular and special sizes.

ALSO

Iron Sectional Press Beds—the most accurate made.

Iron Imposing Surfaces — planed true and smooth; free from sand or blow-holes; strongly ribbed.

Steel Electrotype Bearers

Cast-iron Electrotype Chases

Hand Presses

Paper Cutters

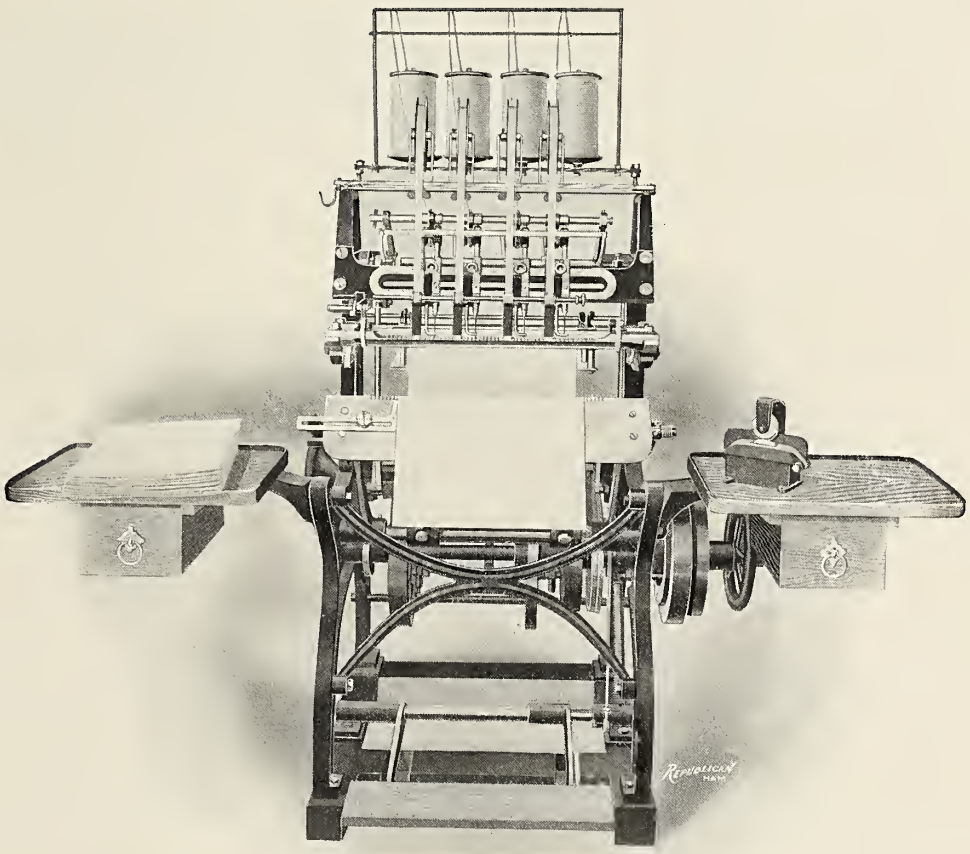
Proof Presses

SEND FOR CIRCULARS AND PRICES

MORGANS & WILCOX MFG. CO., Middletown, N. Y.

National Book Sewing Machine

A MACHINE TO SAVE YOU MONEY



Straight Needles. Tight Sewing. Adjustable Stitches. Economical

Takes work from 2¼ x 1½ inches up to 15 x 10½ inches

RAPID - SIMPLE - DURABLE

SAMPLES OF THE WORK OF THE NATIONAL SENT ON REQUEST

FOR FULL INFORMATION ADDRESS

T. W. & C. B. SHERIDAN CO.

EXCLUSIVE SELLING AGENTS OF THE NATIONAL BOOK SEWING MACHINE

Manufacturers of Paper Cutters, Book Trimmers, Die Presses, Embossers, Smashers, Inkers, and a Complete Line of Printers' and Bookbinders' Machinery

56-58 Duane Street, New York **149 Franklin Street, Chicago**

OR

Joseph E. Smyth, Manufacturer, 11 S. Jefferson St., Chicago

PRINTING PRESS PROFITS



WITH THE AUTOPRESS

MANUFACTURED BY

THE AUTOPRESS CO

M. D. KOPPLE

PRESIDENT

299 Broadway, NEW YORK

THE AUTOPRESS DOESN'T *COST* MONEY—IT *SAVES*

The AUTOPRESS prints from type forms or flat plates — at a general speed of 5,000 impressions per hour It will *automatically* feed cardboard up to 140 pounds and paper in sheets generally used in commercial printing, thicker than French folio. The bed is 12½ x 17 inches, taking stock in sizes up to 11 x 17, and covering a form 10½ x 16¼ inches.

THE AUTOPRESS COMPANY

M. D. KOPPLE, *President*

CHICAGO OFFICE, 315 Dearborn St. NEW YORK OFFICE, 299 Broadway BOSTON OFFICE, 176 Federal St.

We have hundreds of commendatory letters from printers who are now operating Autopresses—too many to print on this page. Write to any of the printers whose names are given herein for their opinion of the Autopress. Some of them are operating as many as five Autopresses and still more booked with us for delivery.

THESE TELL THE TALE

Read what The American Printer says about the Autopress in the article on the plant of the Prudential Insurance Company in December issue.

With our new plant (capacity 20 Autopresses per week) which will be completed about June 1, 1910, we shall be in a better position to make deliveries. Send for testimonials and catalogues.

READ THIS LIST

NEW FRIENDS ADDED EVERY DAY

Rochester, N. Y.
Jno. C. Moore Corporation
Long Island City, N. Y.
American Druggists' Syndicate
Brooklyn, N. Y.
Guide Printing & Publishing Co.
Buffalo, N. Y.
J. W. Clement Co.
New York City, N. Y.
Latimer Press
Newark, N. J.
Essex Press
New York City, N. Y.
Stettiner Brothers
Topeka, Kan.
Hall Lithographing Co.
New York City, N. Y.
Germania Fire Insurance Co.
Cincinnati, Ohio
S. Rosenthal & Co.
Youngstown, Ohio
Youngstown Printing Co.
Wheeling, W. Va.
West Virginia Printing Co.
New Haven, Conn.
Geo. D. Bone & Son

Chicago, Ill.
Rosenthal Brothers
Newark, N. J.
Prudential Insurance Co.
Brooklyn, N. Y.
Brooklyn Daily Eagle
New York, N. Y.
New York Life Insurance Company
Denver, Colo.
Columbia Printing Company
St. Louis, Mo.
The Mangan Press
Springfield, Mass.
M. J. O'Malley
Montreal, Canada
The Gazette
L. I. City, N. Y.
L. I. Star Publishing Company
Troy, N. Y.
W. H. Brown
New York City, N. Y.
Charles Francis Press
Fort Smith, Ark.
Weldon, Williams & Lick
Pittsburg, Pa.
C. S. Edman

Boston, Mass.
The Leavitt Press
Slingerland, N. Y.
C. H. Slingerland
New York City, N. Y.
The Equitable Printing Company
New York City, N. Y.
The Peck Press
New York City, N. Y.
The Winthrop Press
Richmond, Va.
Hankins & Hankins
New York City, N. Y.
Strauss Printing Company
Brooklyn, N. Y.
E. D. Hawkins & Sons
New York City, N. Y.
Chas. E. Fitchett
Boston, Mass.
L. Miller Company
New York City, N. Y.
John A. Phillips
Pittsburg, Pa.
O. R. Roschie
New York City, N. Y.
Polygraph Printing Company
Rochester, N. Y.
Franklin Printing Company

The first Autopress was put out about one year ago, and since the company's output has been oversold. We are adding an addition to our plant, capacity of which will be

20 AUTOPRESSES PER WEEK

If you do not install an Autopress to-day, you will later on—after your competitor does. Don't follow—why not lead?

The Autopress may be purchased on terms to suit the convenience of the buyer. No money paid to us unless it accomplishes what we claim for it.

THE AUTOPRESS COMPANY

M. D. KOPPLE, *President*

CHICAGO OFFICE
315 DEARBORN ST.

NEW YORK OFFICE
299 BROADWAY

BOSTON OFFICE
176 FEDERAL ST.

MEGILL'S PATENT
AUTOMATIC REGISTER GAUGE



$4.80

E. L. MEGILL
MANUFACTURER
60 Duane Street
NEW YORK

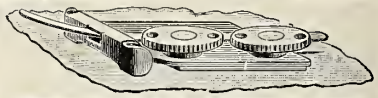
&
FREE BOOKLETS

POOR REGISTER—SPOILED WORK—
for the want of Megill's Patent Gauges on your Job Presses

The MEGILL AUTOMATIC REGISTER GAUGE is the great profitmaker in color-work. It sets every sheet accurately at side and bottom. Used with one or another of our fixed bottom gauges. Left gripper operates it. Secured without glue or pin-points. Adjustable, saves shifting the form. Quickly and firmly secured to tympan on any size or make of jobber.

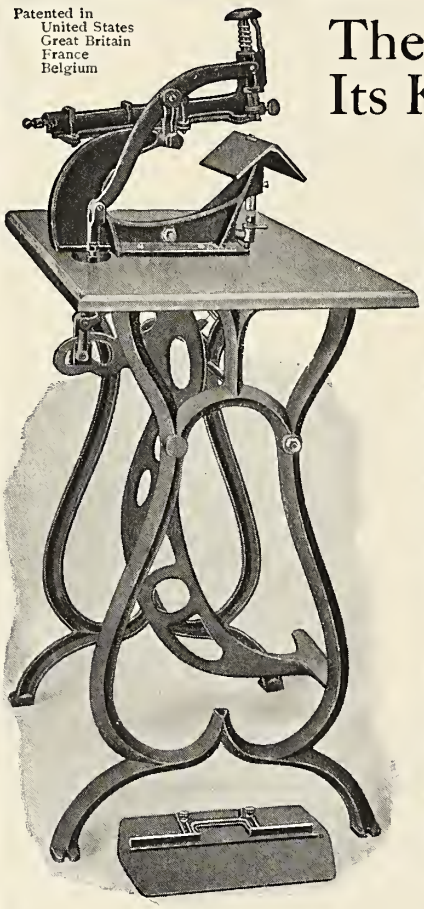


Megill's Patent
SPRING TONGUE GAUGE PIN.
Real thing in a GAUGE PIN. Very handy. **$1.20 per doz., 40c. set of three,** including extra tongues.



MEGILL'S DOUBLE-GRIP GAUGE.
Strongest gauge in the world. No pin-points, no gluing, no patching. Holds for any weight stock and adjustable by easing nuts. Fastens through a vertical slit quickly cut in top sheet. Saves tympan. **$1.25 set of three,** including key and extra tongues.

Patented in
United States
Great Britain
France
Belgium



The Best of Its Kind

THE ACME Wire Staple Binder

Has served its purpose in prominent printing establishments for many years.

- Uses Fine and Coarse Staples.
- Binds to ¼-inch.
- Has Automatic Clinching and Anti-clogging Devices.
- Equipped with both Flat and Saddle-back Tables.
- Holds 250 Staples at a charge.

Acme Staple Co.
LIMITED
112 North Ninth Street
CAMDEN, N. J.

Suppose You Investigate By Examining Samples

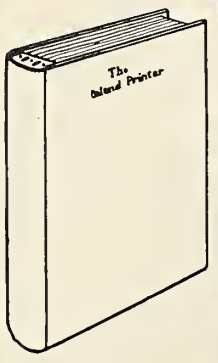
Attractive and effective advertising can be accomplished by the use of our high-grade blotting papers.

We manufacture for this special purpose a line of **VIENNA MOIRE BLOTTING** (in colors) and *Plate Finish* **WORLD, HOLLYWOOD** and **RELIANCE.**

Our **DIRECTOIRE BLOTTING** is a new creation in an absorbing novelty made up in most exquisite patterns, bound to interest you. These samples should interest the printing industry; prices are right; shipments made promptly.

THE ALBEMARLE PAPER MANUFACTURING CO.
Makers of Blotting :: RICHMOND, VIRGINIA

EDWARDS, DUNLOP & Co., Ltd. . . . . Sydney and Brisbane
Sole Agents for Australia.



Bind your Inland Printers at Home **with an ARNOLD SECURITY BINDER**
Artistic :: Simple :: Durable

NO TOOLS, PUNCHING OR STITCHING—YOUR HANDS THE ONLY TOOLS

THE "ARNOLD SECURITY BINDER" is the modern method of keeping your magazines together and in good condition. It has the finished appearance of a bound book and is the ideal magazine cabinet, keeping the magazines fresh and in consecutive order. It can be used as a permanent binding or emptied and refilled as the magazines become out of date. A magazine can be inserted or removed at any time without disturbing the others.

Binder for One Volume, six issues, $1.00 Two Binders, covering full year, $1.80

Address, THE INLAND PRINTER . . . . . 120-130 Sherman Street, CHICAGO



Inland Printer Technical School

MACHINE COMPOSITION
DEPARTMENT

No educational feature in connection with the printing trades has surpassed the success which has attended this venture. More than 1,100 graduates.

MECHANISM AND FINGERING TAUGHT

and so thoroughly that many experienced operators have taken the course after working with graduates.

The compositor who wants to look in at the money-making end of his trade should send postal for booklet "MACHINE COMPOSITION" and learn all about the course and what students say of it. Manipulation of THE JUNIOR LINOTYPE and THOMPSON TYPECASTER taught without extra charge.

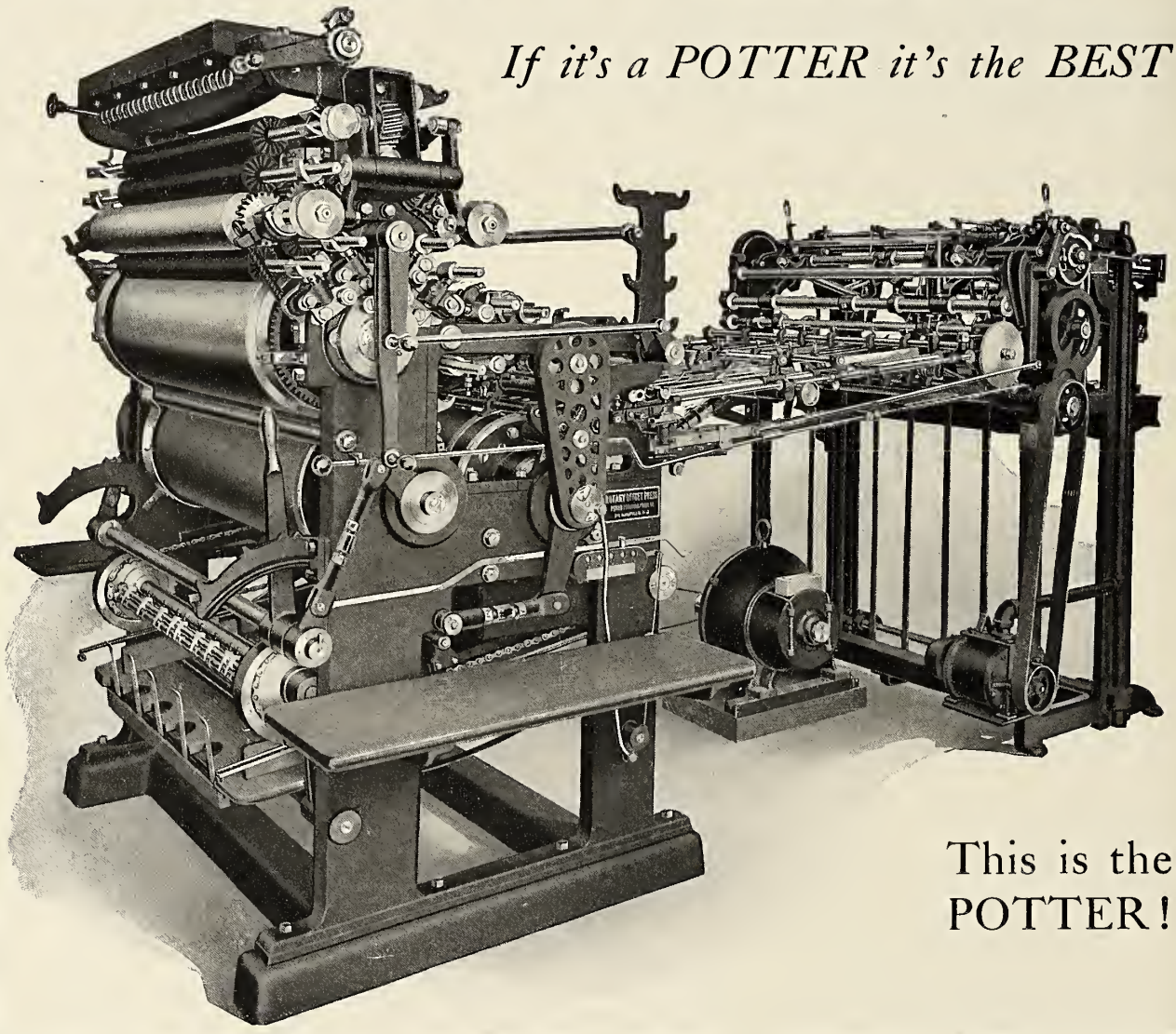
Inland Printer Technical School

120-130 SHERMAN STREET
CHICAGO

The name POTTER on Printing Machinery
is a Guarantee of Highest Excellence

OFFSET PRESSES?

If it's a POTTER it's the BEST



This is the
POTTER!

POTTER PRINTING PRESS COMPANY
PLAINFIELD, NEW JERSEY

D. H. CHAMPLIN
342 Rand-McNally Building, Chicago

SALES AGENTS

H. W. BRINTNALL
638 Mission Street, San Francisco

A TYPECASTER for PRINTERS

The Nuernberger-Rettig
A TYPEFOUNDRY

CASTS—

TYPE SPACES QUADS — 6 to 48 point. Five Combination Molds. No Adjusting to do.

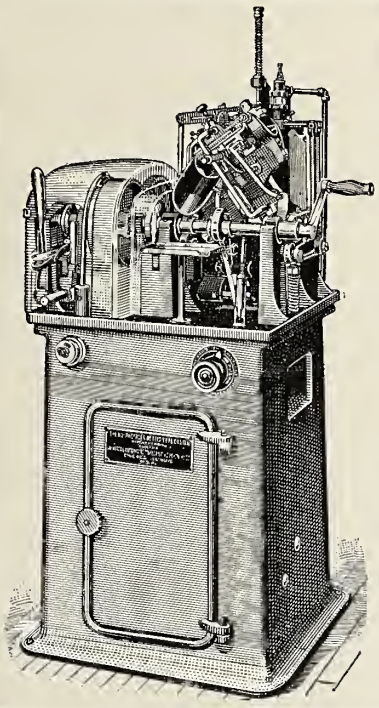
LEADS SLUGS — 2 to 12 point — 15 ems wide. One Combination Mold.

CORNER PIECES — One Combination Mold for different sizes.

QUOTATION QUADS — From regular Quad Molds. Reduces weight of forms.

Casts Type from Linotype, Compositype and Nuernberger-Rettig Mats.

TYPE THAT IS TYPE



TYPE THAT IS TYPE

Universal Automatic Type-Casting Machine Co.

321-323 North Sheldon Street, CHICAGO, ILLINOIS

MERGENTHALER LINOTYPE CO.

NEW YORK CHICAGO SAN FRANCISCO
NEW ORLEANS TORONTO HAVANA

PRIZE WINNER A CORRESPONDENCE SCHOOL STUDENT.

INTERNATIONAL CORRESPONDENCE SCHOOLS.
SCRANTON, PA., Feb. 23, 1910.

Editor of PRINTERS' INK.

It may interest you to know that D. A. Buckley, of Cambridge, Mass., who has been awarded the first prize in your "Prize Idea" contest is a student of the I. C. S. school of advertising.

The fact that a number of our students have won prizes ranging from $25 to $250 in contests open to all shows that we are hitting the bull's-eye in spite of all the sneers at advertising instruction.

It really brings

I.C.S.

Advertising Students Win Prizes!

Some time ago *Printers' Ink* started a prize contest, open to all, for the best new plan of marketing a standard article. This contest, extending over a period of several weeks, *was won by an I. C. S. student,* D. A. Buckley, Cambridge, Mass.—the second prize also going to an I. C. S. student, R. N. Barstow.

The first prize of $100, offered by the advertisers of Peter's Milk Chocolate, was won by E. D. Williams, Nutley, N. J., and the fifth prize by H. M. Hodge, Boston, Mass., *both I. C. S. students.*

C. L. Preston and B. F. Butler, *both I. C. S. students,* won the first and second prizes offered by the Gillette Safety Razor Company, the third prize going to an I. C. S. student who had completed only two papers of his course.

Herbert J. Tregallas, Sacramento, Cal., *an I. C. S. student,* won first prize of $50 offered by the John Brenner Co., of that city, in a contest open to all in the State of California.

The largest prize ever won by any student of any advertising school was the prize of $400 awarded by Arbuckle Brothers in their Advertising and Selling Plan Contest, and won by R. F. Adams, Huntington, W. Va., *an I. C. S. student.*

These and other like instances of success prove the value of the I. C. S. Advertising Course, which represents the crystallized experience of the most expert advertising men in the world. Course covers copy-writing, planning follow-up systems, managing advertising appropriations, illustrating, catalogue and booklet writing and mediums. Everything from ruby type to managing a million-dollar campaign.

For full information regarding this great *home* course, fill in and mail the attached coupon to-day. Doing this involves neither expense nor obligation. *Get on the winning list. Mail the coupon.*

International Correspondence Schools
Box 1207, Scranton, Pa.

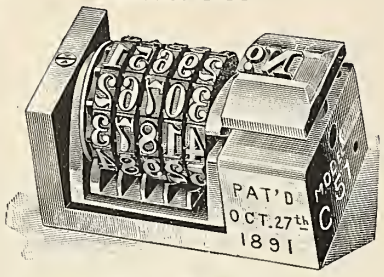
Please send, without obligation to me, specimen pages and complete description of your new and complete Advertising Course.

Name .....

St. and No. .....

City .....*State* .....

Model C-51



Style of figures

№ 24365

5 wheels, **$5.00**

Made as Numbering Machines Should Be

No Complicated Parts

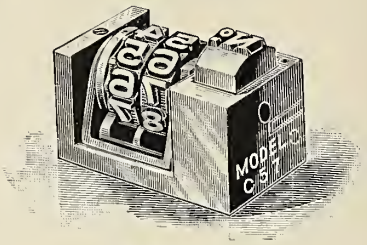
SIMPLE—STRONG
Wearing Parts of Steel.
Engraved Wheels, Direct Action.

WM. A. FORCE & COMPANY, Inc.
59 Beekman St., New York
75 and 77 Market St., Chicago

We make and repair any kind and every kind of a numbering device.

In Stock and for Sale by **the Type Founder.**

Model C-57



Style of figures

25

2 wheels, 1 to 50, **$4.50**

The American Pressman

A MONTHLY TECHNICAL TRADE JOURNAL WITH 20,000 SUBSCRIBERS

Best medium for direct communication with the user and purchaser of Pressroom Machinery and Materials

ONE DOLLAR PER YEAR

Second National Bank Building, CINCINNATI, OHIO

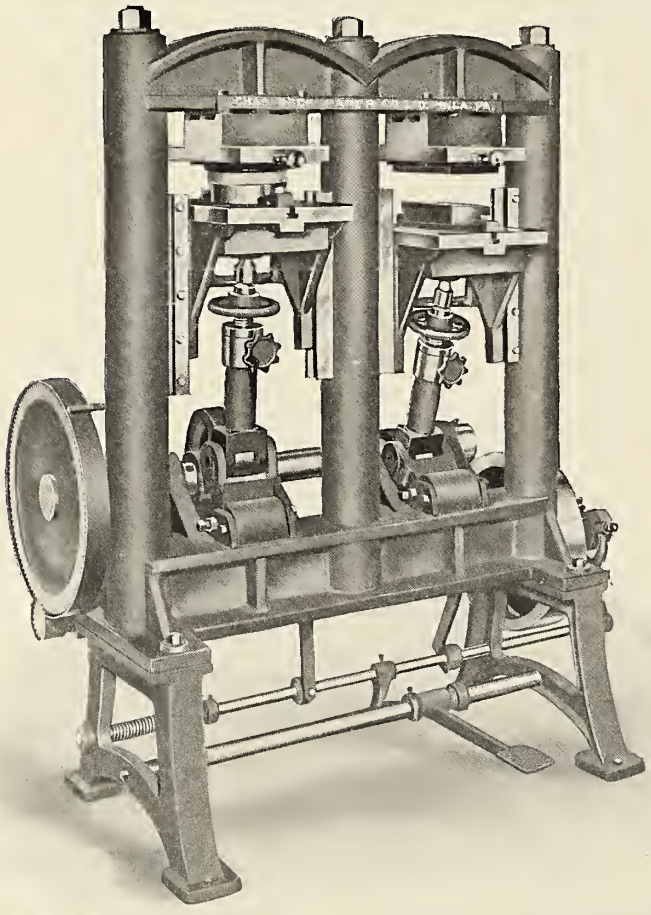
James White Paper Co.



TRADE-MARK
REGISTERED U. S. PATENT OFFICE.

COVER AND BOOK PAPERS

210 MONROE STREET - - - CHICAGO



Keystone Double Embosser

Produces QUALITY Embossing with SPEED.

Uses the "Baked Under Pressure" principle, the only correct method of embossing.

The heads automatically alternate in pressing.

While the operator is unloading and reloading an open head, the alternate head remains closed, keeping its work under pressure, at the same time driving heat into both sides of the work, due to *both top* and *bottom* heads being heated. Thus the work is virtually "Baked Under Pressure," producing results that can be obtained in no other way.

The full effect of deep or finely cut dies is "brought out" and a "set" given to the stock that makes it *hold* the embossed shape when released.

Write for folder on presses and embossing.

Charles Beck Company

609 Chestnut Street PHILADELPHIA, PA.

Latest

Balance Feature
Platen Dwell
Clutch Drive
Motor Attachment

(Unexcelled)

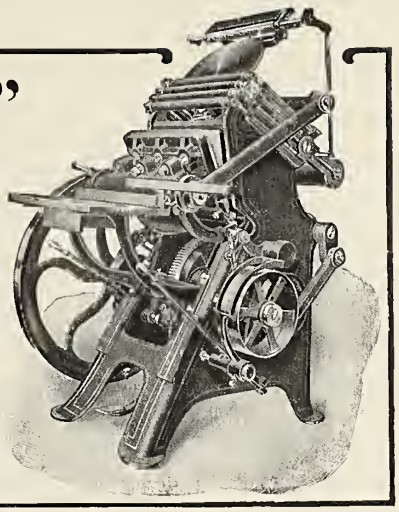
"Prouty"

Obtainable through any Reliable Dealer.

MANUFACTURED ONLY BY

Boston Printing Press & Machinery Co.

176 FEDERAL ST., BOSTON, MASS.



IF YOU WANT TO BUILD A TRADE WITH THE FRENCH PRINTERS

SEND YOUR CATALOGUES AND TERMS TO THE

FONDERIE CASLON
(PARIS BRANCH)

THE LEADING IMPORTERS OF

AMERICAN MACHINERY

FOR THE FRENCH PRINTING TRADE.

(Shipping Agents: The American Express Company.)

FONDERIE CASLON, 13, Rue Sainte Cecile, PARIS

The BEST and LARGEST GERMAN TRADE JOURNAL for the PRINTING TRADES on the EUROPEAN CONTINENT

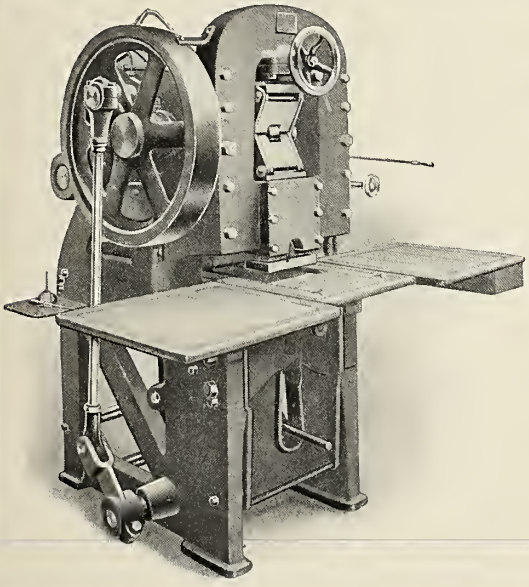
Deutscher Buch- und Steindrucker MONTHLY PUBLICATION

Devoted to the interests of Printers, Lithographers and kindred trades, with many artistic supplements. ¶ Yearly Subscription for Foreign Countries, 14s. 9d.—post free. Sample Copy, 1s.

Deutscher Buch- und Steindrucker
ERNST MORGENSTERN
19 DENNEWITZ-STRASSE - - - BERLIN. W. 57, GERMANY

The Carver Automatic Die Presses

Are the Most ECONOMICAL



Easiest and quickest made ready.
Cost of repairs is the minimum.
Output not excelled for quantity or quality.
No other press is as strong and durable.
Our press guarantee is a hair-line register.
Most economical in use of wiping paper and ink.
Investigate our claims.
Can not be excelled for operating steel plates.
Adaptable for a greater variety of work than any other press.
Longest to stand the test of the trade.

We make the following sizes:
4½ x 9, 3½ x 8, 2½ x 8, 2½ x 4 Inches.

C. R. Carver Company

N. E. Cor. 15th Street and Lehigh Avenue
PHILADELPHIA, PA.

CANADIAN AGENTS:
MILLER & RICHARDS, Toronto and Winnipeg.

AUSTRALIAN AND MEXICAN AGENTS:
PARSONS TRADING CO., Sydney, Mexico City and New York.

When You Buy Furniture

you want it to be as accurate as type, strong as iron, so that it will stay accurate, and as light as possible, so the weight of forms will be reduced and cause less wear on presses. These specifications are covered completely by

BRITE-LITE

LABOR-SAVING FURNITURE, that will not rust, is as light as wood, moderately priced, and that has withstood the test of time. As one printer said: "It is one of the really important twentieth century improvements in printers' equipment." You are going to need BRITE-LITE Furniture in your shop. You will want it now if you see the samples which we send free on request. Write for them to-day and get as well our illustrated circular giving all the features relating to BRITE-LITE

Book and Catalogue Printing from Plates

can be done best with **WILSON PATENT BLOCKS.** Plants such as the W. B. Conkey Company, of Hammond, Ind., the W. F. Hall Company, of Chicago, Federal Printing Company, of New York, etc., are using this block exclusively on this class of work. Our list of users covers representative printers in all parts of America. We believe it will be mutually beneficial for any printer who does this class of work to send for our catalogue and give it careful study. Drop us a postal to-day and ask for this information, which will be sent promptly.

Every Printer Does Some Printing

from plates. A great many printers do work which is so varied in character they must needs have a block that is universal in its adaptation. This is the reason the **SUDDARD BLOCK SYSTEM** is meeting with such ready sale. It is designed to handle book and catalogue work, as well as register and color printing, any size page, any size press — no limitations. Samples and details furnished promptly on request.

Every Printer Is Anxious

to get the biggest output possible from his cylinder presses, as it is to the cylinder presses that he must look for his largest profit. This is why so many printers have installed the **HAMMER PAPER LIFT**, which effects a positive increase of from 10 to 30 per cent in the output of a cylinder press. The Hammer Paper Lift is in use by many of the largest printers, whose names will be furnished on request. Our new catalogue gives full detailed information, illustrations and description of it; also the manner of operating this machine. It will interest any printer who is looking for increased profits.

A. F. WANNER & CO.

340 Dearborn Street - - - - - - CHICAGO

MAKES PRINTING A PLEASURE

Waltones

NONE BETTER

THE INLAND-WALTON ENGRAVING CO.
120-130 SHERMAN STREET
CHICAGO



FOR NIGHT TRAVEL

Between CHICAGO, ST. LOUIS and KANSAS CITY choose "The Only Way"

Chicago & Alton R. R.

Electric block signals, electric search headlights, electric lighted trains, over a completely rock-ballasted roadway underlaid with boulders and underdrained with tile.

A Railroad with Character

GEO. J. CHARLTON, Passenger Traffic Manager
R. J. McKAY, General Passenger Agent

What Every Printer Needs

HERE IT IS

The Kay-Kay Dispeller

WHAT TWO CHICAGO PRINTERS SAY ABOUT IT

IS USING 12

Gentlemen,—We have given the gas-burning, slip-sheeting and electricity annihilator a very thorough test on several of our machines and on various half-tone forms and find that besides removing all difficulty in the stock from electricity, it practically obviates the necessity of slip-sheeting. In our judgment it solves two of the most knotty problems that high-grade printing establishments have to contend with, and we believe that it will quickly demonstrate its practicability wherever it is given a trial.

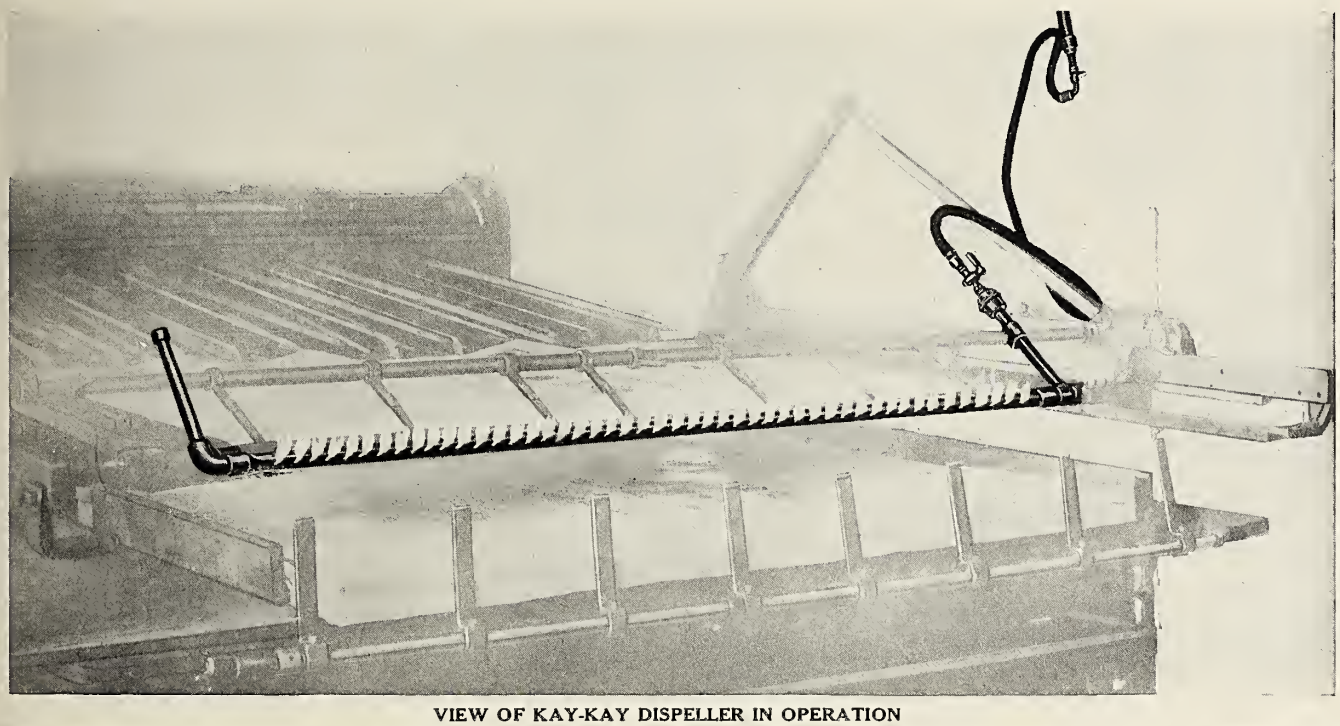
Yours very truly, MANZ ENGRAVING CO.

Gentlemen,—In answer to your letter of the 26th inst., would state that we have been using the device which you are now handling for taking electricity out of paper on cylinder presses for three years. We find it very satisfactory. It does away with slip-sheeting on ordinary half-tone forms that are usually slip-sheeted.

We believe it would prove satisfactory to any concern that would care to try same.

Very truly yours,
THE FRANKLIN CO.

IS USING 6



VIEW OF KAY-KAY DISPELLER IN OPERATION

WHEN such progressive printers as Manz and Franklin express an opinion as contained in their above letters, it would seem that little or no argument was necessary to induce other up-to-date printers to order the Kay-Kay Dispeller.

Eventually *you* will use this device for two purposes—i. e., to eliminate electricity in paper, and to obviate slip-sheeting. Why not give an order *now*, for at least one Kay-Kay Dispeller, and demonstrate its value *under your own* roof on our *thirty-day trial offer?* One printer states that the increased output of his presses paid for the Dispeller over and over every month.

Send for pamphlet illustrating and describing the Kay-Kay Dispeller.

Dept. I, KAY-KAY DISPELLER COMPANY 1322 WABASH AVENUE CHICAGO - - ILLINOIS

The Printing Trade is Aroused to the Merits of the Unitype

The statements and demonstrations in our pamphlet, "The Matter With the Printing Business," have awakened the keenest interest all over the United States, and this awakening means that the printing business will be conducted upon modern manufacturing lines, which will result in modern manufacturing profits.

In its field the UNITYPE is more profitable than any other composing machine on the market. It is the cheapest to buy and the cheapest to operate. It does not require a machinist-operator—any compositor can learn to operate it and nearly every printing office can use it to advantage.

We have been obliged to print a second edition of "The Matter With the Printing Business" to meet the demand, and are now prepared to mail them upon receipt of request. If you have not already received it, or if you want additional copies, or more information, write at once.

Comments on "The Matter With the Printing Business"

I have read your pamphlet entitled "The Matter With the Printing Business," and you have certainly made the facts therein clear enough. Thanking you for allowing me the privilege of reading your truth-telling pamphlet. ROBERT F. MURRAY, Lima, Ohio.

Kindly send us an additional copy of your circular, "The Matter With the Printing Business," as I desire this for the careful perusal of our superintendent. We are very much interested in the statements made, and thoroughly agree with your statements in the preamble.
THE FRANKLIN PRESS, Pueblo, Colo.

We have received your "The Matter With the Printing Business" and consider it valuable in any printing office. The figures are more than interesting, and you have certainly gone to a great deal of trouble to get at conclusions. MOLINE SUNDAY PRESS, Moline, Ill.

I believe it is due you to acknowledge receipt of your pamphlet, "The Matter With the Printing Business." I have read it carefully, and from what I know of the other machines I am inclined to agree with you. BEAN, WARTERS COMPANY, Knoxville, Tenn.

I am in receipt of your pamphlet, "The Matter With the Printing Business," and wish to thank you for the same. It certainly should cause the printer now using machines, or a prospective purchaser, to investigate. W. H. WELSCH, West Medford, Mass.

I want to congratulate you upon your wide-awake advertising that stands aloof from the ordinary kind and compels a man to read it.
R. L. SHARPE, Carrollton, Ga.

We got that circular and read it with interest. It was a matter that anyone would like to get hold of.
BRANDON PRINTING COMPANY, Nashville, Tenn.

We read your booklet with much interest and believe you hit the nail on the head. W. B. SANDERS, Nunda, N. Y.

Your "The Matter With the Printing Business" was received this morning and read with much interest.
SUNSET PRINTING & CALENDAR WORKS, Seattle, Wash.

We received the copy of "The Matter With the Printing Business" some time since, and we read it with much interest. It is all right and practical. WILLIAM M. ABBOTT, Evening Capitol, Annapolis, Md.

We acknowledge receipt of yours of the 15th referring to your pamphlet entitled "The Matter With the Printing Business." This pamphlet reached us some time ago and we have read it with considerable interest. PARLIN & ORENDORFF CO., Canton, Ohio.

The pamphlet has shown, with a remarkable degree of force, that "The Matter With the Printing Business" lies wholly in the way it is worked; it is not conducted upon modern manufacturing lines, and is, therefore, deprived of modern manufacturing profits.
NEWSPAPERDOM.

No recent effort in the publicity line has caused so much attention as "The Matter With the Printing Business." It is a masterly analysis of conditions, and displays a knowledge only possible to one of experience and careful training. NATIONAL PRINTER JOURNALIST.

The arguments should be taken up and discussed on their merits by every employing printers' organization. They tend to clarify the murky atmosphere of mechanical method, placing facts before assertion and giving the printer an assurance of selective freedom.
INLAND PRINTER.

It contains valuable information for the man who is responsible for profits from the composing room. THE MASTER PRINTER

A very interesting and serviceable pamphlet. It would prove hard to imagine anything more worthy of consideration.
THE PROGRESSIVE PRINTER.

A very intelligently written booklet.
PRINTING TRADE NEWS.

Received and read with interest "The Matter With the Printing Business." THE ALAMANCE GLEANER, Graham, N. C.

I have read with interest your "The Matter With the Printing Business." THE LANE PRESS, Burlington, Vt.

I have been reading "The Matter With the Printing Business" and am very much interested in your presentation of the subject.
FRANK E. COLSON, New York.

We have your dissertations on "The Matter With the Printing Business," and found much interesting matter therein.
BITTINGER BROS., Memorial Press, Plymouth, Mass.

I received "The Matter With the Printing Business," and find it interesting matter indeed.
THE MINING & ENGINEERING REVIEW, San Francisco, Cal.

Your estimate of "The Matter" is eminently correct.
S. A. BRISTOL CO., Cheyenne, Wyo.

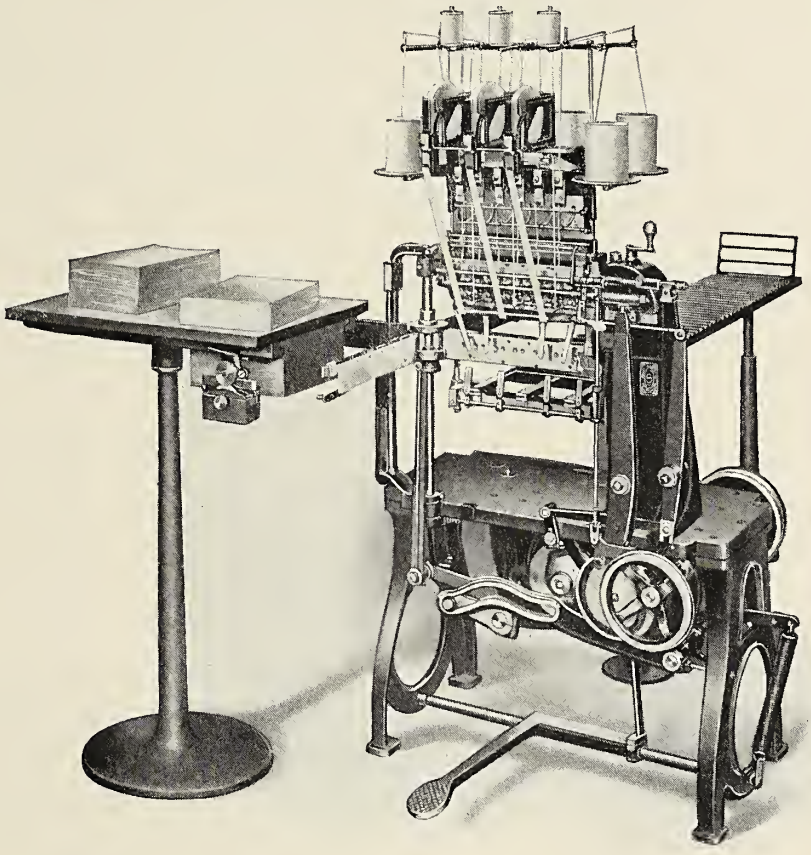
Your pamphlet was of much interest to me and has been filed for future use. D. E. KENNEDY-QUEENS SHOP, Chestnut Hill, Mass.

Wood & Nathan Company

1 Madison Avenue, New York City

Improved No. 3 Smyth

Book-Sewing Machine



This machine embodies many improvements over the well-known and popular "No. 3 New Model." Among the improved features are:

Very substantial Arms,
Independent and Renewable Hardened Steel Needle Raceways,
Adjustable Thread Take-up,
Needle Drivers,
Rear Needle Guides
and many other parts of improved design.

WRITE FOR PARTICULARS

E. C. FULLER COMPANY

FISHER BUILDING, CHICAGO — 28 READE STREET, NEW YORK

These cuts copyrighted



"A Run for Your Money"

Get out your business stationery now and write:

"HERRICK,—Here's a quarter for the 4 HERRICK CUT BOOKS showing 400 good one and two color cuts for my blotters, folders, mailing cards, etc. If I don't like the books you're to send back my quarter."

ISN'T THAT FAIR?

Then send on your 25 cents. We agree to the above.

THE HERRICK PRESS
DESIGNERS and ENGRAVERS
247 Michigan Avenue - - - - - - - CHICAGO

WARNOCK DIAGONAL BLOCKS DELIVER THE GOODS

SEND FOR SAMPLES OF WORK DONE ON THEM

The Printing Machinery Co.
Third and Lock Streets
Cincinnati, Ohio

Confidentially—

Wouldn't you like inside information on a new device that will insure a snug reduction in your cost of output?

This Entirely New Device

is placed on the feedboard of a hand-fed letter printing or lithograph press, for the purpose of producing perfect feeding of sheets with the maximum speed of the press. Its saving, accuracy and speed of feeding different size sheets will at once prove it of inestimable value.

Watch Next Month's Advertisement

for full announcement, illustration and further particulars. Here is a device that will interest a progressive printer who is in line for improved facilities that will obviate difficulties and reduce waste of time as well as stock. Get in line for this new device. Drop us a card so that you will receive "ground floor" information.

FUNK MACHINE COMPANY
23-27 CITY HALL PLACE
NEW YORK CITY

CHICAGO REPRESENTATIVE:
CHAS. H. COLLINS, 354 Dearborn Street.

MAKES PRINTING A PLEASURE

Waltones

NONE BETTER

THE INLAND-WALTON ENGRAVING CO.
120-130 SHERMAN STREET
CHICAGO

Ah raise mah voice ter sing



Get the Chalk-Plate habit

It's a money-making habit. It's within your reach. The cheapest, best and quickest method of producing Chalk-Plate Cuts; a straight and simple system, easy to learn, without any lengthy and troublesome processes.

In every State, newspapers use the Chalk-Plate system and find it inexpensive and satisfactory. Every printer and publisher should know about our Chalk-Plate outfits.

A full line of Tools and Machinery for Engraving and Stereotyping. Complete outfits for Rubber-Stamp making.

HOKE ENGRAVING PLATE CO.

304 N. Third Street ST. LOUIS, MO.

NEW FROM COVER TO COVER

Webster's New International Dictionary



Just Published

Editor in Chief, DR. W. T. HARRIS
Former U. S. Com. of Education

400,000 Words and Phrases Defined. Half this number in the old International

2,700 Pages, every line of which has been revised and reset.

6,000 Illustrations, each selected for the clear explication of the term treated.

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Encyclopedic Information on thousands of subjects.
Synonyms more skillfully treated than in any other English work.
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Mechanical Work is a triumph of the bookmakers' art.

GET THE BEST in Scholarship, Convenience, Authority, Utility

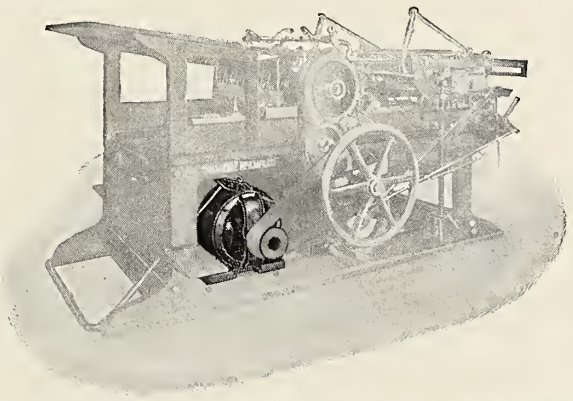
WRITE FOR SPECIMEN PAGES TO

G. & C. MERRIAM CO., Springfield, Mass., U. S. A.

THE AMERICAN PRINTER



The Motors used for driving your presses must be *reliable*



In many plants **TRIUMPH MOTORS** have superseded those of other manufacture, because they *are reliable*.

OUR SALESMEN ARE EXPERTS and can lay out the best possible installation for you. Write us for information.

THE TRIUMPH ELECTRIC CO.
CINCINNATI, OHIO

The I. T. U. Course of Instruction in Printing

It Inspires Confidence



OT ALL, but many of the failures in life are due to lack of confidence. Conditions in most offices do not tend to increase the self-confidence of the average man. Anything that counteracts this influence is beneficial. A Chicago compositor found the remedy, for he writes:

> "The Course has been a great help to me — it has not only taught me a great many things, but what to me is of most importance, it has given me a self-confidence I never had before."

It Emancipates

Think of the thraldom of being a mere straight-matter man — limited opportunities of securing casual employment, and all which that implies. A printer of Central New York tersely shouts his delight when he writes:

> "I am a job printer at last; no longer a straight-matter man, thanks to the I. T. U. Commission."

For full information about how these desirable ends are achieved, drop a postal to

THE I. T. U. COMMISSION

120 Sherman Street, Chicago, Ill.

Sold for less than actual cost — $23 for spot cash, or $25 in installments of $2 down and $1 a week till paid. Each student who finishes the Course receives a rebate or prize of $5 from the International Typographical Union.

FOR PRINTERS

TARCOLIN TRADE MARK
REMOVES PRINTING INKS
SAVES INSURANCE TIME MONEY
NON-EXPLOSIVE
SEND FOR TARCOLIN BOOKLET
DELETE CHEMICAL CO
126 WILLIAM STREET, N.Y.

Best Detergent for cleaning and preserving Rollers.

Good Envelopes
and
Where they are made

BOURKE-RICE ENVELOPE COMPANY.

MANUFACTURERS AND PRINTERS
ENVELOPES AND PAPER GOODS
42 W. JACKSON BOUL.
CHICAGO

Black and Colours

For Printing Ink, Carbon Paper, etc.

Soluble in Oils, Wax, Resin, etc.

WILLIAMS BROS. & CO.
HOUNSLOW, ENGLAND

National Steel and Copper Plate Co.

358 DEARBORN STREET
· SUITE 705 · PONTIAC BLDG ·
CHICAGO

NATIONAL STEEL & COPPER PLATE CO.

ANYTHING YOU WANT
WHEN YOU WANT IT

METALS, CHEMICALS, SUPPLIES FOR PLATE ENGRAVERS, PHOTO-ENGRAVERS, ELECTRO-TYPERS, PHOTOGRAPHERS.

STANDARD GOODS AT RIGHT PRICES

MANUFACTURERS AND DEALERS IN METALS, CHEMICALS AND SUPPLIES FOR THE GRAPHIC ARTS

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1133 TO 1143 W. LAKE ST., CHICAGO.
220-224 TAAFFE PLACE BROOKLYN, N.Y.

COPPER AND ZINC PLATES

MACHINE GROUND AND POLISHED

CELEBRATED SATIN FINISH BRAND

FOR PHOTO-ENGRAVING AND ETCHING

MANUFACTURED BY

THE AMERICAN STEEL & COPPER PLATE CO.

116 NASSAU STREET, NEW YORK, N. Y.

We cater to the Printing Trade in making the most up-to-date line of

Pencil and Pen Carbons

for any *Carbon Copy* work.

Also all Supplies for Printing Form Letters.

MITTAG & VOLGER, Inc.
PARK RIDGE, NEW JERSEY
MANUFACTURERS FOR THE TRADE ONLY

Quality Metals

for printers are the kind BLATCHFORD makes — Linotype, Monotype, Stereotype, etc., etc.

E. W. Blatchford Co.
230 N. Clinton St. CHICAGO
EASTERN OFFICE — 5 Beekman St., New York

WHITMORE MFG. CO.
HOLYOKE, MASS.

MANUFACTURE BEST GRADES OF

Surface Coated PAPERS AND CARD BOARD

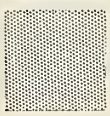
Especially adapted for Lithographing and Three-color Work.

The B. & A. Machine Works

Successors to L. MARTENSON

Repairing of Printers' & Binders' Machinery a specialty

317-319 So. Clinton St. CHICAGO





OUR NEW IMPROVED

Shading Films

Are Guaranteed to Remain Transparent, are Deep and Do Not Smudge.

Write for Catalogue

The American Shading Machine Co.
164-168 RANO ST., BUFFALO, N.Y., U.S.A.

CARBON BLACK

MADE BY

GODFREY L. CABOT
940-941 OLD SOUTH BUILDING
BOSTON, MASS.

ECLIPSE. DIAMOND.
ELF. B. B. B. ACME.

Star Engravers' Supply Co.

TRADE MARK REGISTERED

GLOSSOID BRAND

POLISHED ZINC AND COPPER PLATES.

81-83 FULTON ST., NEW YORK CITY. U.S.A.

JUERGENS BROS. CO.

PHONES FRANKLIN-460-461

DESIGNERS
ENGRAVERS
ELECTROTYPERS
STEREOTYPERS
AND
NICKELTYPERS

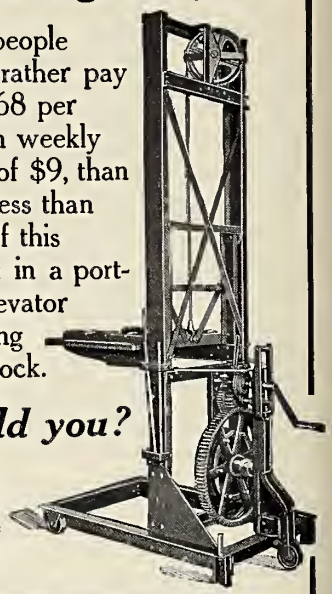
167 ADAMS STREET
CHICAGO

PRINTED FROM OUR NEW PROCESS STEEL ELECTROTYPE

Short-sighted, eh?

Some people would rather pay out $468 per year, in weekly wages of $9, than invest less than one-half this amount in a portable elevator for piling their stock.

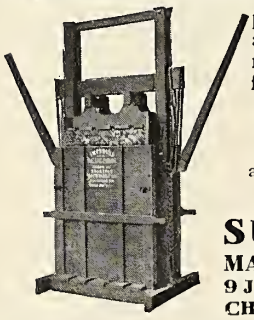
Would you?



Send for Catalogue

ECONOMY ENGINEERING CO.
218-228 N. Jefferson St., Chicago, Ill.
Foreign Agents: Parsons Trading Co., New York

Bale Your Waste



paper and board, and save storage room, fire risk and freight.

SULLIVAN
HAND PRESSES
are the best.

BULLETIN F-64

SULLIVAN
MACHINERY CO.
9 Jackson Boulevard
CHICAGO, ILLINOIS

We acknowledge it the best at every test—*the leading printers of the United States.*

Acme Ink Reducer

A Reducer and Drier Combined.

Acme Ink Reducer will readily mix with any kind of ink, becoming a part of it without injuring the quality or affecting the most delicate color.
On all jobs of colorwork—posters, lithos, tablets and showcards (all kinds), etc., requiring heavy, solid cuts, or large type, **Acme Ink Reducer** is unexcelled, because it prevents pulling or peeling of paper and distributes the ink freely and uniform, producing the required amount of color at every impression.
Nothing does the business like **Acme Ink Reducer**—The World's Best. Used and endorsed by all leading printers everywhere.
Send us a description of your requirements for a sample, sufficient for a trial, free postpaid.

ACME COMPOUND CO., Berea, Ohio, U. S. A.

If you intend moving

your Folders and Feeders, or if they need repairing, let us figure with you.

We Manufacture

The Hall Drop Roll Folder,
with special features. Ask for our catalogue and prices.

A. W. HALL & CO.
327 Dearborn Street : : CHICAGO

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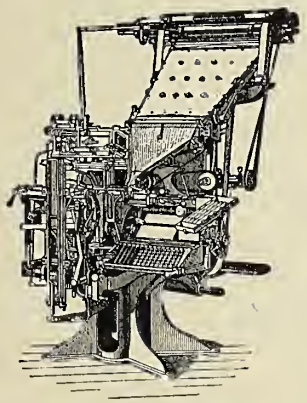
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Published or For Sale by **THE INLAND PRINTER COMPANY**

120-130 Sherman St., CHICAGO **1729 Tribune Building, NEW YORK**

PAMPHLET GIVING CONTENTS OF EACH BOOK MAILED ON REQUEST

Who Buy Linotypes?



Quick Change Model 5
$3,150

Here's the answer:

Printers who are ***known*** to buy with discrimination.

Printers ***whom you know*** to be ***successful.***

Printers whose judgment you can depend upon.

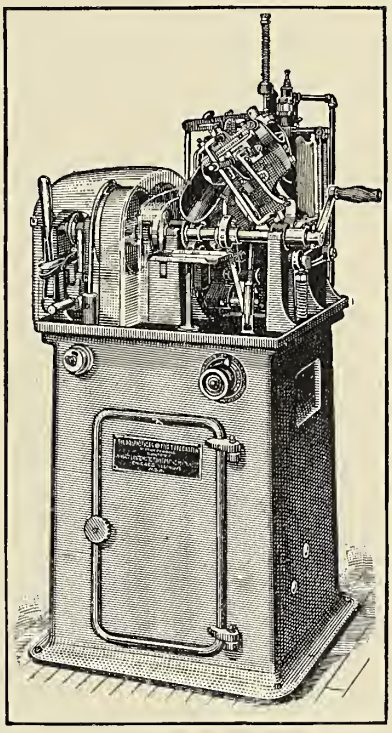
This means that such evidence alone should lead you to investigate their adaptability to your own needs. Linotypes are a gratification and a solace to every user.

Faster and Better than any other method of composition.

For type too large to be composed mechanically there is no machine that equals the

Nuernberger-Rettig Typecaster

It makes type exactly like the foundries make it, and that lasts just as long as foundry type. This can not be said of any other commercial typecaster.



MERGENTHALER LINOTYPE COMPANY

TRIBUNE BUILDING, NEW YORK

CHICAGO: 521 Wabash Ave.

SAN FRANCISCO: 638-646 Sacramento St.

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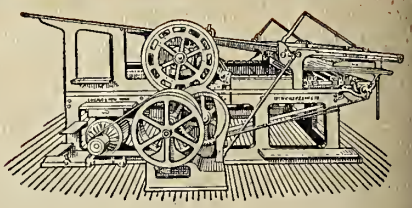
MELBOURNE
SYDNEY, N. S. W.
WELLINGTON, N. Z.
MEXICO CITY, MEX.
} Parsons Trading Co.

TORONTO—Canadian Linotype, Ltd., 38 Lombard Street
STOCKHOLM—Akt.-Bol. Gumaelius & Komp.
ST. PETERSBURG—Leopold Heller

BUENOS AIRES—Hoffmann & Stocker
HAVANA—Francisco Arredondo
RIO JANEIRO—Emile Lambert
TOKIO—Teijiro Kurosawa

The Miehle

The following is a list of Miehle Presses shipped during the month of *February, 1910*



THIS LIST SHOWS THE CONTINUED DEMAND FOR MIEHLE PRESSES.

Charles Francis Press.....New York city, N. Y. 2
Previously purchased two Miehles.

Eugene Smith Co.....Aurora, Ill. 1
Previously purchased two Miehles.

E. R. Philo.....Elmira, N. Y..... 1
Previously purchased one Miehle.

W. L. Anczyc & Spolka.....Krakau, Austria 1
Previously purchased two Miehles.

Parke, Davis & Co.....Detroit, Mich. 1
Previously purchased five Miehles.

Société de Publications.....Issy-les-Moulineaux, France 1
Previously purchased two Miehles.

Times Printing Co.....Chattanooga, Tenn... 2
Previously purchased two Miehles.

Regan Printing House.....Chicago, Ill. 2
Previously purchased fourteen Miehles.

E. E. Vreeland.....New York city, N. Y. 1
Previously purchased two Miehles.

Modern Press .....Chicago, Ill. 1
Previously purchased one Miehle.

J. Thomas & Co.....Chicago, Ill. 2
Previously purchased ten Miehles.

A. Rosenthal .....St. Louis, Mo..... 1
Previously purchased one Miehle.

Langer & Williams.....New York city, N. Y. 1
Previously purchased two Miehles.

The Central Newspaper Union....Philadelphia, Pa. 2
Previously purchased one Miehle.

Fred L. Kimball Co.....Waterloo, Iowa 1
Previously purchased three Miehles.

Nathan A. Cole.....Peoria, Ill. 1

Geo. C. Whitney Co.....Worcester, Mass. ... 1
Previously purchased five Miehles.

A. Geo. Schulz Co.....Milwaukee, Wis. 2
Previously purchased one Miehle.

Gunthorp-Warren Ptg. Co.....Chicago, Ill. 1
Previously purchased eight Miehles.

Randall Printing Co.....St. Paul, Minn..... 1
Previously purchased four Miehles.

St. Joseph's Academy.....Emmittsburg, Md.... 1

Brown & Bailey Co.....Philadelphia, Pa. 1

The De Vinne Press.....New York city, N. Y. 2
Previously purchased thirteen Miehles.

Thos. H. Williams.....Hastings, Neb. 1

Simonson, Whitcomb & Hurley Co. .....Albert Lea, Minn.... 1

Curtis Publishing Co.....Philadelphia, Pa. 1
Previously purchased fourteen Miehles.

B. Wierzbicki & Co.....Warsaw, Russia 1
Previously purchased one Miehle.

Christian Publishing Co.....St. Louis, Mo..... 1
Previously purchased one Miehle.

Lehnen & Bergstrand.....Chicago, Ill. 1

Les Pères du St. Sacrament.....Montreal, Que. 1

C. W. Braithwaite Co.....Chicago, Ill. 1
Previously purchased three Miehles.

Van Ornum Colorprint Co.....Los Angeles, Cal.... 1

Gerlach-Barklow Co. .....Joliet, Ill. 1
Previously purchased eight Miehles.

Labor World Publishing Co.....Pittsburg, Pa. 1
Previously purchased three Miehles.

The American Thread Co.....Willimantic, Conn... 1

Gumaelius & Komp.....Stockholm, Sweden.. 1
Previously purchased forty-four Miehles.

Mather Printing Co.....Westminster, Md. ... 1

Centralia Envelope Co.....Centralia, Ill. 1
Previously purchased two Miehles.

W. Smulski Publishing Co.....Chicago, Ill. 1

C. S. Schurman.....St. Paul, Minn..... 1

United States Printing Co.....New York city, N. Y. 1
Previously purchased for this and other branches thirty-four Miehles.

Watson Bros. Ptrs. & Pub. Co.....New Orleans, La.... 1

National Union Fire Ins. Co.....Pittsburg, Pa. 1

John Crawford Park.....Pittsburg, Pa. 1

The Three Rivers Press.....Three Rivers, Mich.. 1

Times Publishing Co.....Bethlehem, Pa. 1
Previously purchased one Miehle.

Shipments for February, 1910, **53 Miehle Presses**

For Prices, Terms and Other Particulars, address

The Miehle Printing Press & Mfg. Co.

Factory, COR. FOURTEENTH AND ROBEY STREETS
(South Side Office, 274 Dearborn Street)

CHICAGO, ILL., U. S. A.

New York Office, 38 Park Row. Philadelphia Office, Commonwealth Bldg. Boston Office, 164 Federal Street.
Berlin, Friedrichstrasse 16 179 Rue de Paris, Charenton, Paris.

MAY 1910

VOLUME XLV
NUMBER 2

The Inland Printer



Smithsonian
MAY
National

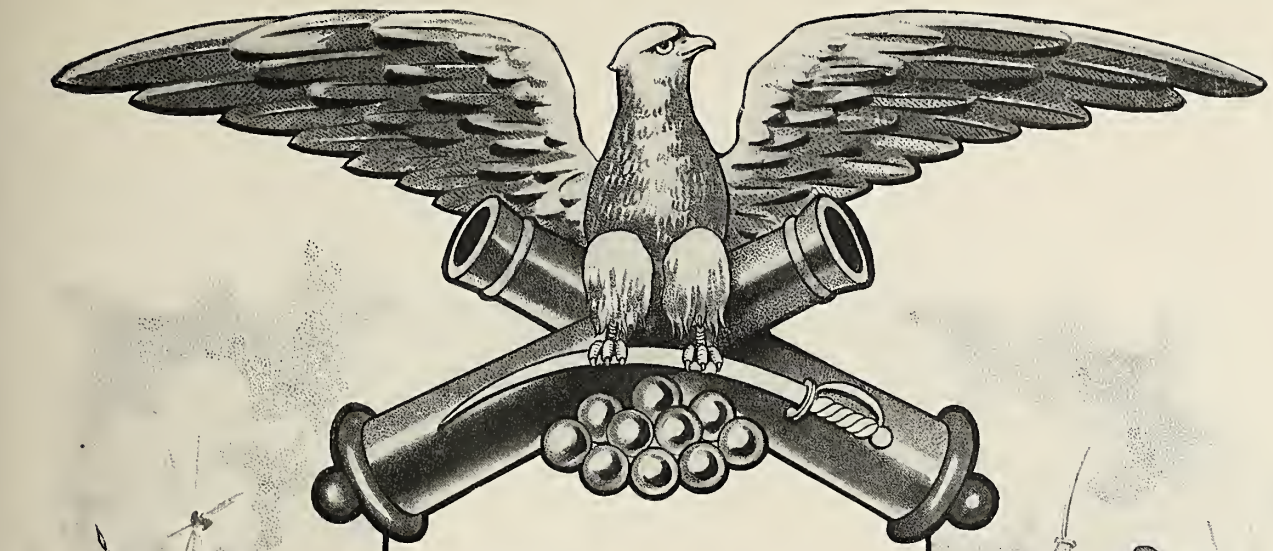
PRINTED IN TWO COLORS.

SERVICE

The key-note of success is SERVICE.
SERVICE means not only
Promptness, attention and courtesy—
These we render
As a matter of course.
But above and beyond
We bring to the SERVICE
Of your business,
A thorough knowledge of ours.

Sigmund Ullman Co.

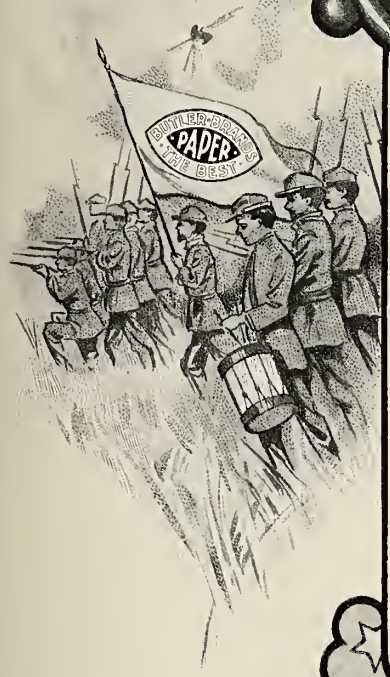
NEW YORK
CHICAGO
PHILADELPHIA
CINCINNATI

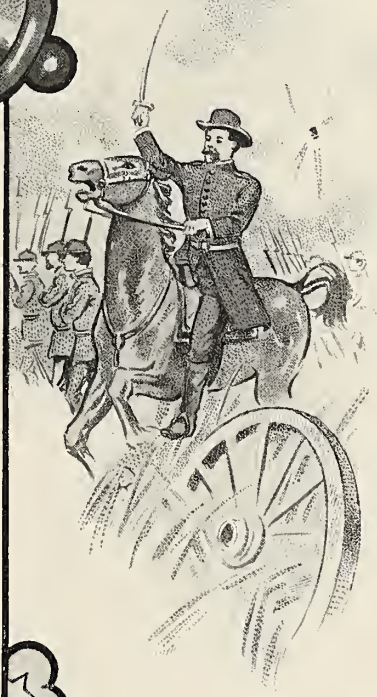


WITH a feeling of extreme confidence and earnest endeavor to satisfy we ask your consideration of

"Casco Plate Super"
"Diamond 'B' Super"
AND
"B. M." S. & S. C.

a trio of Sized and Super-Calendered Book Papers worthy of our stamp. They are not to be confused with 'ordinary' S. & S. C. papers. You will better understand why when you have seen samples. Yours are ready.





Veterans in the

fight for Quality

J. W. BUTLER PAPER CO.
ESTABLISHED
BUTLER·BRANDS
PAPER
THE BEST
1844
CHICAGO

DISTRIBUTORS OF

STANDARD PAPER CO.,	MILWAUKEE, WIS.
BENEDICT PAPER CO.,	KANSAS CITY, MO.
SOUTHWESTERN PAPER CO.	DALLAS, TEXAS
SOUTHWESTERN PAPER CO.	HOUSTON, TEXAS
PACIFIC COAST PAPER CO.,	SAN FRANCISCO, CAL.
SIERRA PAPER CO.,	LOS ANGELES, CAL.
OAKLAND PAPER CO.,	OAKLAND, CAL.
CENTRAL MICHIGAN PAPER CO.,	GRAND RAPIDS, MICH.

"BUTLER BRANDS"

MUTUAL PAPER CO.,	SEATTLE, WASH.
AMERICAN TYPE FOUNDERS CO.,	SPOKANE, WASH.
AMERICAN TYPE FOUNDERS CO.,	VANCOUVER, B. C.
NATIONAL PAPER & TYPE CO. (Export Only)	NEW YORK CITY
NATIONAL PAPER & TYPE CO.,	CITY OF MEXICO, MEX.
NATIONAL PAPER & TYPE CO.,	CITY OF MONTEREY, MEX.
NATIONAL PAPER & TYPE CO.,	HAVANA, CUBA



Knowlton Brothers

Founded in 1808

Our most unusual cover effects stocked by the following houses:

Lasher & Lathrop . . . New York, N. Y.	Standard Paper Co. . . . Milwaukee, Wis.
Riegel & Co., Inc. . . . Philadelphia, Pa.	John Leslie Paper Co. . . Minneapolis, Minn.
A. Storrs & Bement Co. . Boston, Mass.	Graham Paper Co. . . . . St. Louis, Mo.
R. L. Greene Paper Co. . Providence, R. I.	Graham Paper Co. . . . . Nashville, Tenn.
F. N. McDonald & Co. . . Baltimore, Md.	Graham Paper Co. . . . New Orleans, La.
Hudson Valley Paper Co. . . Albany, N.Y.	Tennessee Paper Co. . . . Memphis, Tenn.
Alling & Cory Co. . . Rochester, N.Y.	Carpenter Paper Co. . . . . Omaha, Neb.
Alling & Cory Co. . . . . Buffalo, N.Y.	Carpenter Paper Co. . . Des Moines, Iowa
Alling & Cory Co. . . . Pittsburg, Pa.	Kansas City Paper House, . Kansas City, Mo.
J. & F. B. Garrett Co. . Syracuse, N.Y.	Peters Paper Co. . . . . Denver, Colo.
Megargee Brothers . . . Scranton, Pa.	West-Cullom Paper Co. . . . Dallas, Tex.
Donaldson Paper Co. . . Harrisburg, Pa.	Blake, Moffit & Towne . San Francisco, Cal.
R. P. Andrews Paper Co. Washington, D. C.	Blake, Moffit & Towne . . Los Angeles, Cal.
Richmond Paper Mfg. Co. . Richmond, Va.	Blake, McFall Co. . . . . Portland, Ore.
Union Paper & Twine Co. Cleveland, Ohio	American Paper Co. . . . . Seattle, Wash.
Whitaker Paper Co. . . Cincinnati, Ohio	Spokane Paper & Stationery Co., Spokane, Wash.
James White Paper Co. . . . Chicago, Ill.	W. V. Dawson & Co. . . Montreal, P. Q.
Carpenter Paper Co. . . Des Moines, Iowa	Schmidt & Ziegler . . . . . Manila, P. I.

Ask for Samples.

Knowlton Brothers

Incorporated

WATERTOWN, N. Y., U. S. A.

We are seeking your co-operation



WE are now actively engaged in an extensive advertising campaign to educate the consumer to a higher appreciation of the value of impressive commercial stationery, showing him how it is possible to have it with

BROTHER JONATHAN (WATERMARKED)
BOND

The success of this campaign depends upon ***your*** co-operation. We are doing our part. Will you do yours?

The advertising will stimulate an interest in BROTHER JONATHAN BOND which will develop many requests for samples and information. Please do not hesitate to ask us for all the samples you need. ***We want to help you all we can.***

BROTHER JONATHAN BOND is a ***mighty good paper.*** It is unparalleled value. It is exactly the paper for business stationery. It is equally fine for printing, lithographing, die-stamping and embossing. We have made it for over twenty-five years and ***know how.***

Remember, the cost of advertising ***will not*** be added to the price of this paper. ***The price will remain as before.***

ADDRESS DIVISION 1

J. W. Butler Paper Co.
Chicago.

ESTABLISHED 1844

BUTLER·BRANDS PAPER THE·BEST

"Globetypes"

Electros From Halftones

The Best the World has Ever Seen

BETTER electrotypes at the regular price mean in addition to superior results in printing, a saving in the make-ready, that if compared with the usual "idle-press" time, may be greater than the cost of the electros.

The **Globe Engraving and Electrotype Co.'s** electrotypes and nickeltypes are absolute reproductions of the original forms or cuts.

The buyer of printing should have a decided interest in the quality of the printer's product. To insist on **"Globetypes"** is an insurance to that end.

Perfect electros are a matter of supreme concern to the printer, as good printing without superior materials to work with is an impossibility.

The printer who has once used **"Globetypes"** will not be satisfied with electros that are an iota less than absolutely perfect duplicates of the originals.

In considering the claims of any special process, in addition to price and quality, the condition of the type and cuts when returned should not be overlooked. It is of importance to the printer and his customer, that forms for electrotyping should not be subjected to a process that will break the type or crush the cuts.

The **"Globetype"** quality is made possible by an apparatus evolved and patented by one of the company. There is not another like it in the world.

The price for **"Globetypes"** is the standard price for electros from halftones—no more.

The evidence of a **"Globetype"** from a 400-line halftone (160,000 dots to the square inch) printed with the original for comparison, is to be had for the asking.

GLOBE ENGRAVING & ELECTROTYPE COMPANY

407-427 Dearborn Street, - - - - - Chicago

Our scale of prices for Halftones, Zinc-Etchings and Electrotypes is the most complete, comprehensive and consistent ever issued. With it on your desk the necessity for correspondence is practically eliminated.

This adv. is printed from a "GLOBETYPE."

THE BABCOCK PRINTING PRESS MANUFACTURING CO., NEW LONDON, CONNECTICUT
New York Office, 38 Park Row. John Haddon & Co. Agents, London. Miller & Richard, Canadian Agents, Toronto, Ontario.

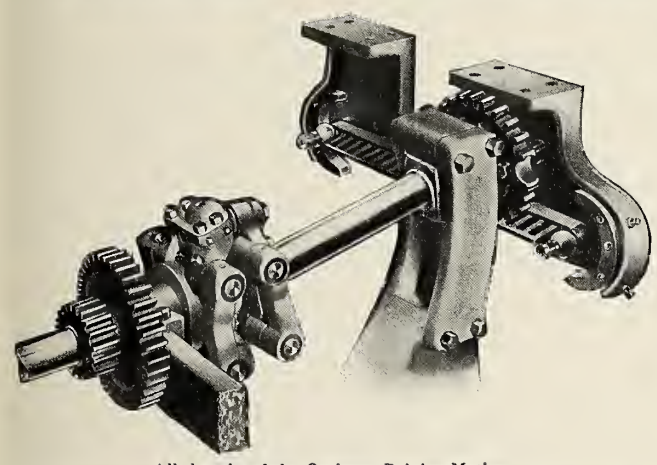
BARNHART BROS. & SPINDLER, WESTERN AGENTS, 183-187 MONROE STREET, CHICAGO
Great Western Type Foundry, Kansas City, Missouri; Great Western Type Foundry, Omaha, Nebraska; Minnesota Type Foundry Co., St. Paul, Minnesota; St. Louis Printers Supply Co., St. Louis, Missouri; Southern Printers Supply Co., Washington, District Columbia; The Barnhart Type Foundry Co., Dallas, Texas; National Paper & Type Co., City of Mexico, Vera Cruz, Monterrey, and Havana, Cuba. On the Pacific Coast—Pacific Printers Supply Company, Seattle, Wash.

The Babcock Optimus

The Babcock Optimus

The Optimus Ball and Socket Bed Motion should be known and understood by every printer. It is the simplest, strongest mechanism devised for driving a printing press bed. It is absolutely perfect in action, and one of the finest applications of power ever made.

The most efficient device for any purpose is the one that gives



All there is of the Optimus Driving Motion.
So precise in action that 800,000 impressions have been made from one set of plates on a 63-inch machine.

desired results with fewest motions Our bed motion is not a combination of cross motions, receiving power from different sources, but is self-contained, and is a perfect, rotary, *primary* motion. The absolute precision with which the bed driving gear revolves is accomplished by our patented ball and socket device, which has great strength, large working surfaces, and is the only perfect thing of the kind invented. In the old, and most of the other new, bed driving mechanisms the parts that reverse the bed have small working surfaces and wear rapidly.

Our ball and socket bed driving gear and rack is the latest adaptation of the ball and socket principle. The rack is fitted at each end with a large steel ball which revolves and moves endwise on a large steel stud. Both ball and stud are hardened, and ground to size accurately. The bed driving gear is finished at one point in its circumference with a socket which fits the balls on the rack perfectly. The reversing of the bed is accomplished by the gear while it is in contact with and working through these steel balls on the ends of the rack while the balls are in the grasp of the socket in the gear. The resultant effect is to *stop and reverse the bed with a perfect crank motion.* There is no looseness or lost motion between gear and rack, and the bed is stopped and reversed smoothly without jar or shock. This work of the bed driving device is so perfectly done that machines that have run steadily for years do not show wear at the point of reverse, and the bed reverses as smoothly as when new.

The shoes for reversing the bed are of hardened steel, small, curved to fit the roll, are not thrown in and out of action, but are bolted solidly in position and produce little motion in the star gear roll. They run for years without needing adjustment. The shoes, balls, sockets and racks are made by special machines invented for the purpose.

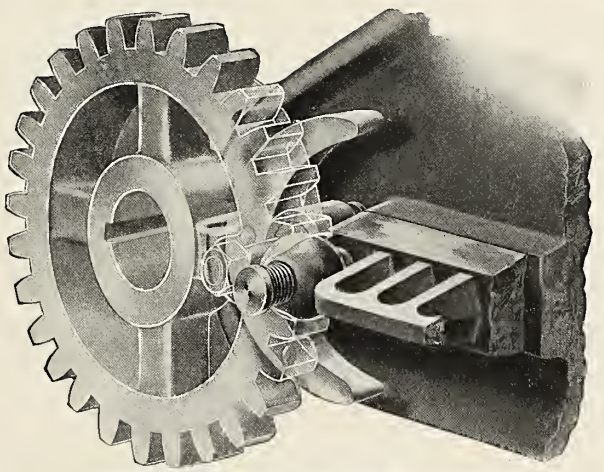
The bed driving rack is located, not in the middle of the bed, but in the middle of the load. Every printer understands that the ink rolls geared direct to one end of the bed require a large amount of power to drive. The bed driving rack is located not in the centre of the press, but at the right point between the center of the press and the end of the bed that drives the ink rolls which brings *the bed driving rack in the middle of the load.*

The driving shaft and the outside gearing shafts are fitted with self-oiling boxes, a new and valuable feature, insuring perfect lubrication, lessening the liability of trouble from carelessness in oiling, and increasing the speed and durability of the press.

The whole mechanism is perfectly balanced, admitting of the highest speed without vibration.

The air spring is located so that it will do its work perfectly, and is easily adjustcd without wrench or other tools. The piston is high and on the extreme end of the bed, in which position it is best calculated for the service demanded.

Our bed motion is covered broadly by patents which necessarily cover new principles and new mechanisms. Every fault and every weakness which years of experience have developed



Socket in star-gear grasping ball at end of rack.
One of the great improvements in flat-bed presses. Bed reversed by perfect crank motion.

have been eliminated, and the finished mechanism is an *absolutely perfect bed motion, with strength, simplicity, durability, accuracy and speed unequaled.*

This fact has been demonstrated during years of use in the hands of all grades of pressmen, and is a matter of vital interest to every printer. It never makes trouble for anybody, and is a constant gratification to us and to its users.

SET IN AUTHORS ROMAN AND AUTHORS ROMAN ITALIC

Reliable Printers' Rollers

Sam'l Bingham's Son Mfg. Co.

CHICAGO
316-318 South Canal Street

PITTSBURG
First Avenue and Ross Street

ST. LOUIS
514-516 Clark Avenue

KANSAS CITY
706 Baltimore Avenue

ATLANTA
52-54 So. Forsyth Street

INDIANAPOLIS
151-153 Kentucky Avenue

DALLAS
675 Elm Street

MILWAUKEE
133-135 Michigan Street

MINNEAPOLIS
719-721 Fourth St., So.

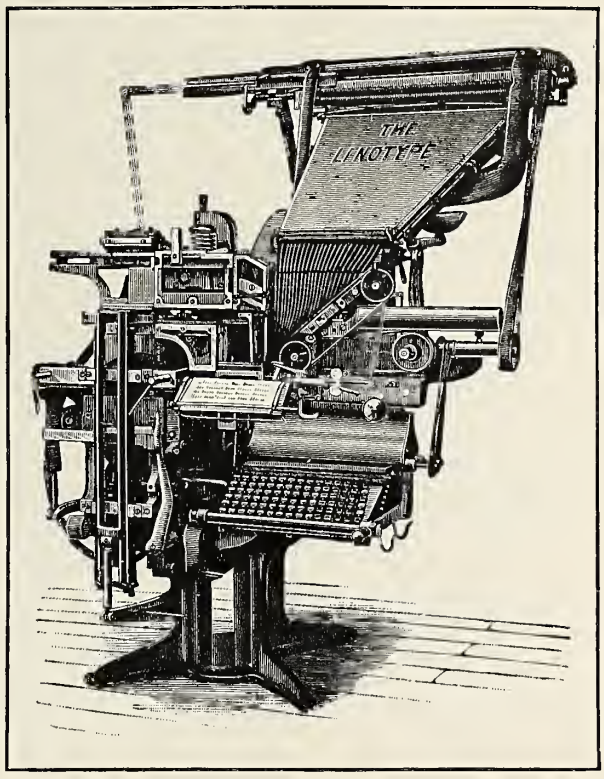
DES MOINES
609-611 Chestnut Street

ALL sizes of matrices from **5 pt.** to **11 pt.,** inclusive,

ALL sizes of bodies from **5 pt.** to **14 pt.,** inclusive,

ALL measures from **5 ems** Pica to **30 ems** Pica, inclusive,

Can be used in the



Two-Letter Rebuilt Model 1 Linotype Machines

SOLD BY THIS COMPANY

All machines rebuilt and sold by us are guaranteed to do as good and as much work as when new.

New matrices sent with all machines.

We use genuine Linotype parts purchased from the Mergenthaler Linotype Company in rebuilding machines.

All parts used are standard and can be duplicated from the Linotype Company.

Price, including one magazine, one font new 2-letter matrices, one set of spacebands and 2-letter U. A. mold, **$2,000.00.**

Machines ready to ship. Write for terms.

Gutenberg Machine Company

WILL S. MENAMIN.
President and General Manager

545-547-549 Wabash Ave., CHICAGO, ILL.



FIG. 581

The New Toggled Oswego Lever

Cuts like cheese and does not rack your back.

(PATENT PENDING)

A new device on OSWEGO Cutters that makes the final cut a pleasure.

No jumping on the lever to get the knife 'way down.

Note the new straight girders, taking all the strain direct against the frames.

No bellied table to gouge the cut.

No knife-bolt slots to waste your time adjusting.

Just the cleanest, quickest, strongest, handsomest Lever Cutting machine that over a third of a century's experience and work along this one line of cutters is able to produce.

This pictures only one of the ninety sizes and styles of cutters that are made at Oswego as a specialty. Each Oswego-made cutter, from the little 16-inch Oswego Bench Cutter up to the large 7-ton Brown & Carver Automatic Clamp Cutter, has at least three points of excellence on Oswego Cutters only. Ask about the Vertical Stroke Attachments for cutting shapes.

It will give us pleasure to receive your request for our New Book No. 8, containing valuable information. Won't you give us that pleasure?

OSWEGO MACHINE WORKS

NIEL GRAY, JR., Proprietor

Main Office and Works, OSWEGO, N. Y.

NEW YORK BRANCH, 150 Nassau Street
W. S. TIMMIS, MANAGER

CHICAGO BRANCH, 347 Dearborn Street
J. M. IVES, MANAGER



The

Ault & Wiborg Co.

MANUFACTURERS OF

LETTERPRESS
& LITHOGRAPHIC

Printing Inks

CINCINNATI · NEW YORK · CHICAGO · ST. LOUIS · BUFFALO · PHILADELPHIA · MINNEAPOLIS

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Offset Press

Mr. Printer, do you know what some of your friends are doing with this NEW METHOD OF PRINTING?

You may perhaps be a little diffident--but take it from us--*there is no mystery about the process.* It is widely different from ordinary type printing--but if your progressive neighbor can make a success of it, why not you?

We have published a pamphlet covering the subject--which we call "To Offset or Not to Offset"--write to us and it will be sent you by return mail.

We furnish the *entire outfit* for installing an Offset plant (with the exception of the press) and will send you estimate of cost--if you will ask us for it.

The Ault & Wiborg Company

CINCINNATI :: OHIO

New York	Chicago	St. Louis	Buffalo
Philadelphia	San Francisco	Minneapolis	Toronto, Canada
Havana, Cuba	City of Mexico, D.F.	Buenos Aires, S.A.	Paris, France

London, E.C., England



You can Make Money with a Printograph

IF you knew how much money was being made every day in the United States by wise printers who are pushing the form letter game, you'd get into it, too. It takes less money to get going with the Printograph than one Gordon Press costs; and one Printograph with one girl or boy to operate it can net you from $20 to $40 a day and cost you nothing when it isn't working.

Form letter work brings other business, because the man who uses a lot of them has to use a lot of letter-heads, envelopes and all kinds of booklets, folders and catalogues.

We'll tell you how to get the Business and how to do it profitably

It's the easiest business on earth for a printer to get, because you establish a standard price of so much for the first thousand and so much for each additional thousand. You don't have to wear out shoe leather and pencils in "guessing contests"—usually spoken of as estimating. You hold the trade you get because every printer in your town isn't figuring against you.

With every Printograph we sell we give, free of charge, a full set of instructions as to how to get the business and how to do it. These instructions are prepared by a man who has had 15 years' experience in the form letter business and include copy for your own letters to get new customers; copy for letters to make your old customers bigger users of form letters, and complete technical instructions covering every point of the business.

Any girl or boy can do the work

Any girl who can learn to fold or any boy who can learn to feed can run a Printograph; can turn out real letters at the rate of 3,000 an hour at a cost of a few cents a thousand.

It takes about the same space and makes less noise than a typewriter. Can be operated by hand or from ordinary electric light fixture consuming about the same as a 32 C. P. light. No knowledge of typesetting is required; there is no make-ready necessary.

The Printograph operates on exactly the same principle as the typewriter, except that it writes a whole line at a time instead of one letter at a time.

20000 Real Letters A Day

It doesn't cost anywhere near as much for power or labor or expense as a "Gordon Press" does; you don't have to depend on professional feeders or compositors; you don't have to watch the color and you never have any trouble through your customers being unable to match the letter.

SOLD ON FREE TRIAL

We want to absolutely prove the value of a "Printograph" in your own office on your own work. Send us this coupon to-day.

U·S·PRINTOGRAPH CO·
1802 12TH STREET
LA CROSSE, WIS

United States Printograph Company,
1802 12th Street, La Crosse, Wisconsin

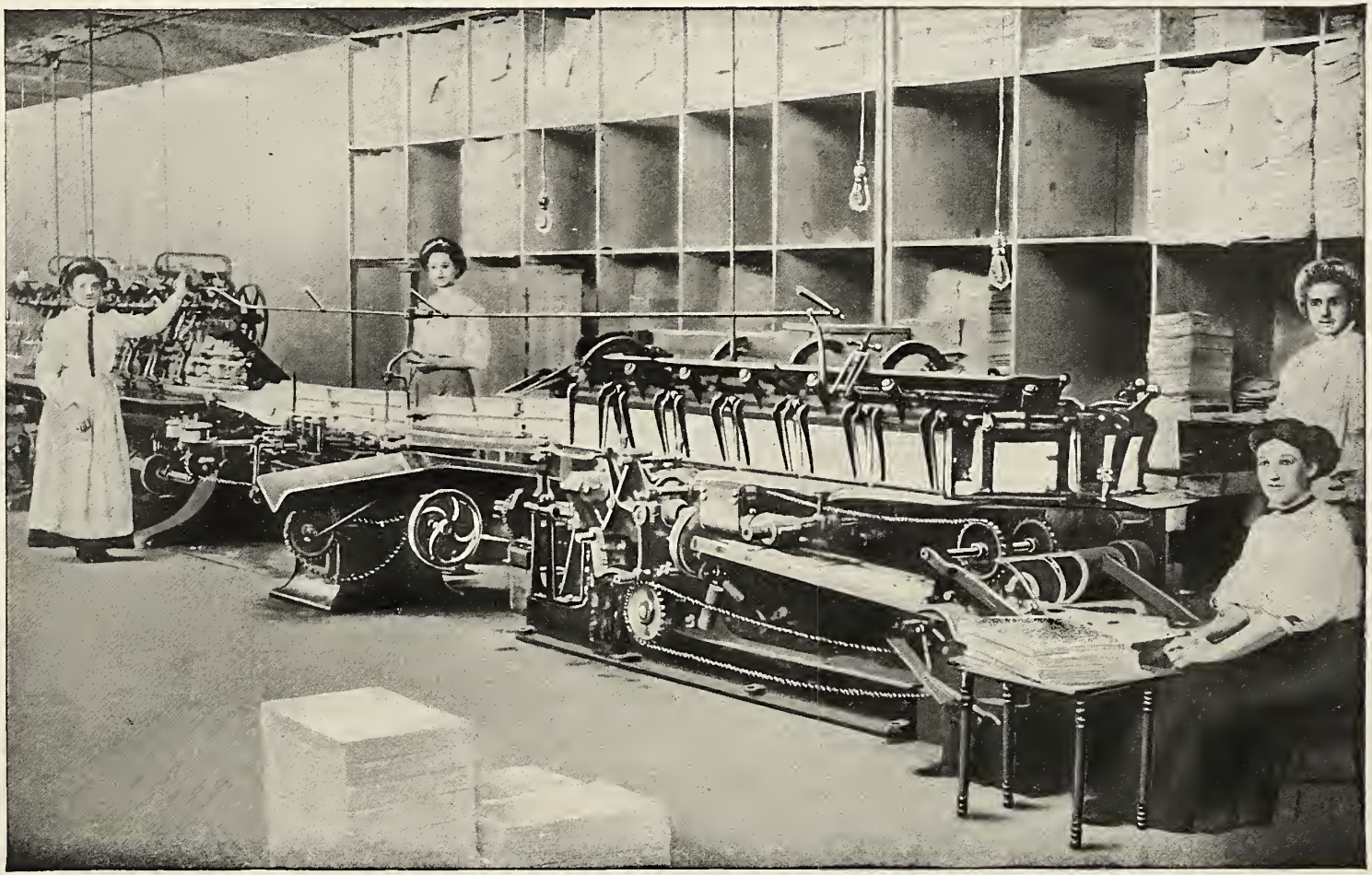
Tell without cost or obligation all about the Printograph and how to make money with it. Also explain your FREE TRIAL OFFER.

*Name*_____

*Address*_____

The JUENGST

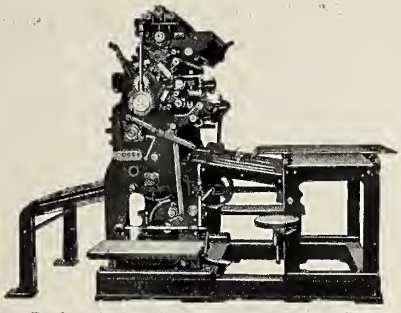
Five operations at one and the same time.
Production on Magazines, Pamphlets, Catalogues, etc.,
3,000 to 3,500 books per hour.



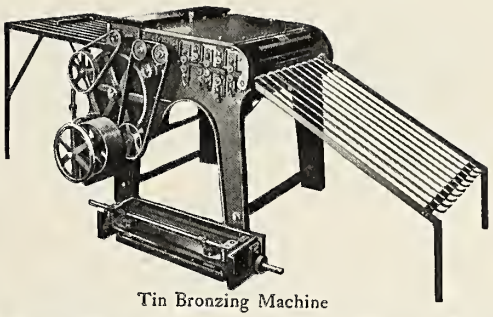
GATHERER - COLLATOR - JOGGER - STITCHER - COVERER

Descriptive circular upon application.

GEO. JUENGST & SONS
CROTON FALLS, N. Y.



Rutherford Rotary Metal Decorating Press

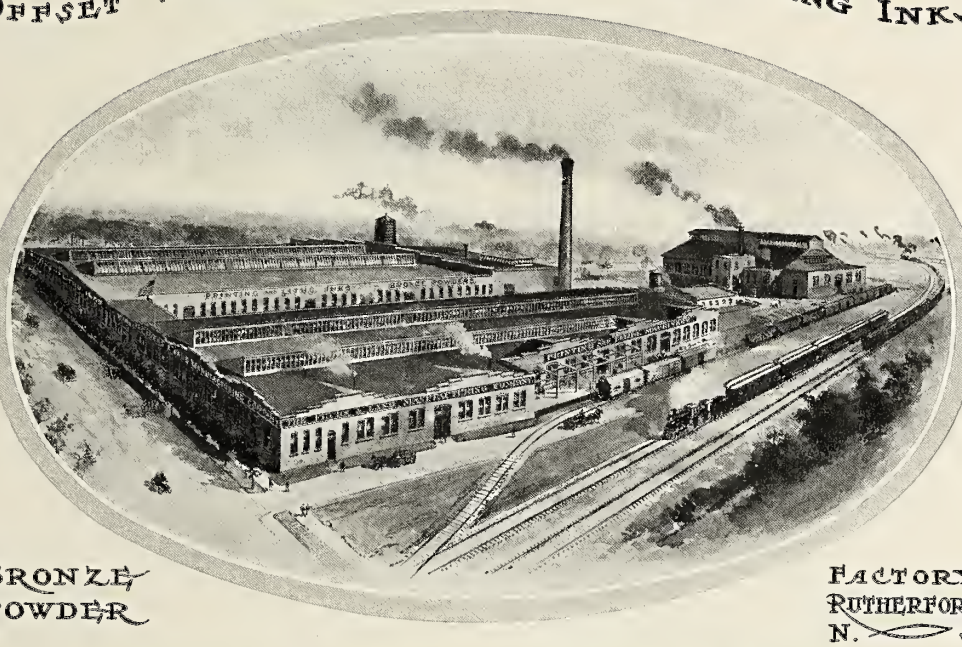


Tin Bronzing Machine

LITHOGRAPHIC SUPPLIES AND INKS

OFFSET SUPPLIES

PRINTING INKS



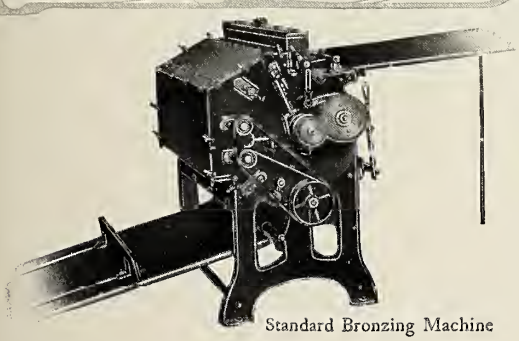
BRONZE POWDER

FACTORY RUTHERFORD N. J.

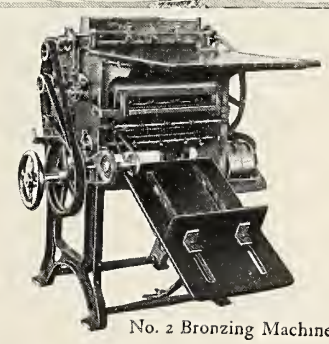
MACHINERY FOR LITHOGRAPHERS AND PRINTERS

The FUCHS & LANG M'F'G Co.

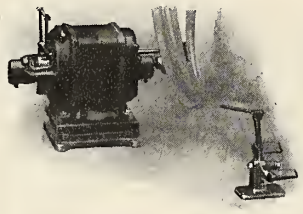
150 N. FOURTH ST. PHILADELPHIA / 29 WARREN ST. NEW YORK / 328 DEARBORN ST. CHICAGO



Standard Bronzing Machine



No. 2 Bronzing Machine



Kimble Motors

Give any speed desired

Equip Your Entire Printing Establishment With "THE KIMBLE"

Friction Drive Printing Press Motors, Single Phase, Sizes, ¼, ⅓, ½ H. P.

Belt Drive Printing Press Motors, Single Phase, Sizes, ¾, 1, 1½ H. P.

These Motors are reversible and have variable speed controlled entirely by the foot pedal.

Write for bulletin and prices on Kimble Polyphase Constant and Variable Speed Motors, sizes, ¼ to 7½ H. P.

Suitable for Cylinder Presses, Cutters, Folders, Linotype Machines, etc.

Send for Catalogue P and tell us the make and sizes of your presses and get our prices.

KIMBLE ELECTRIC COMPANY

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MAKES PRINTING A PLEASURE

Waltones

NONE BETTER

THE INLAND-WALTON ENGRAVING CO.

120-130 SHERMAN STREET

CHICAGO

THALMANN PRINTING INK CO. ST. LOUIS, MO. MANUFACTURERS OF PRINTING AND LITHOGRAPHIC INKS

The Trade-Mark of Quality in

INKS

Thalmann Printing Ink Co.

Main Office and Factory, ST. LOUIS

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OVERLADE COVER

THE material and fabrication of this paper are peculiarly suitable for high-grade work, giving fine embossing and printing qualities. The color scheme permits of a simple but effective decorative treatment.

THE ATTRACTIVE SAMPLE-BOOKS OF THIS LINE
ARE READY FOR DISTRIBUTION

NIAGARA PAPER MILLS
LOCKPORT, NEW YORK

BRONZING MACHINES

FOR LITHOGRAPHERS AND PRINTERS

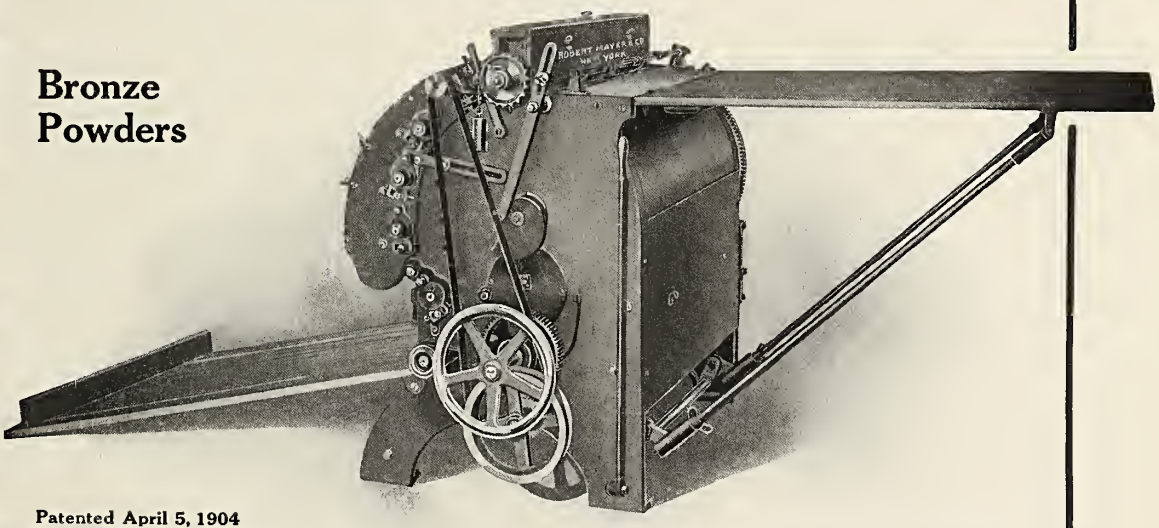
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OTHER specialties manufactured and imported by us:

Reducing Machines,
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Parks' Renowned Litho. Hand Presses,
Steel Rules and Straight-edges,
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Lithographic Stones and Supplies.

¶ Sole Agents for the United States and Canada for the genuine Columbia Transfer Papers — none genuine without the water-mark on every sheet.

Bronze Powders



Patented April 5, 1904
Patented May 30, 1905
Patented April 7, 1906
Other patents pending.

We do Repairing

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ROBERT MAYER & CO.

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and Your Ink Troubles Will Be Fewer in 1910.

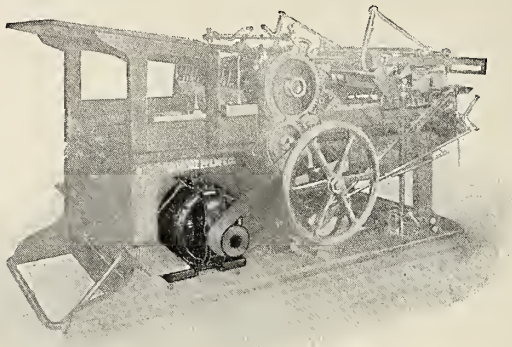
THE QUALITY IS ALWAYS RIGHT

THE PRICE IS RIGHT

The Jaenecke Printing Ink Company

Main Office and Works, Newark, N. J.
Chicago Office, 351 Dearborn Street
NEW YORK PHILADELPHIA ST. LOUIS

The Motors used for driving your presses must be *reliable*



In many plants **TRIUMPH MOTORS** have superseded those of other manufacture, because they *are reliable.*

OUR SALESMEN ARE EXPERTS and can lay out the best possible installation for you. Write us for information.

THE TRIUMPH ELECTRIC CO.
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Suppose You Investigate By Examining Samples

Attractive and effective advertising can be accomplished by the use of our high-grade blotting papers.

We manufacture for this special purpose a line of **VIENNA MOIRE BLOTTING** (in colors) and *Plate Finish* **WORLD, HOLLYWOOD** and **RELIANCE.**

Our **DIRECTOIRE BLOTTING** is a new creation in an absorbing novelty made up in most exquisite patterns, bound to interest you. These samples should interest the printing industry; prices are right; shipments made promptly.

THE ALBEMARLE PAPER MANUFACTURING CO.

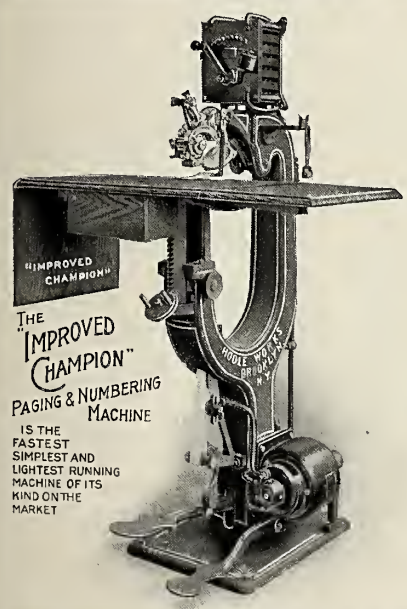
Makers of Blotting :: RICHMOND, VIRGINIA

EDWARDS, DUNLOP & Co., Ltd. . . . . Sydney and Brisbane
Sole Agents for Australia.

HOOLE MACHINE & ENGRAVING WORKS

29-33 Prospect Street 111 Washington Street

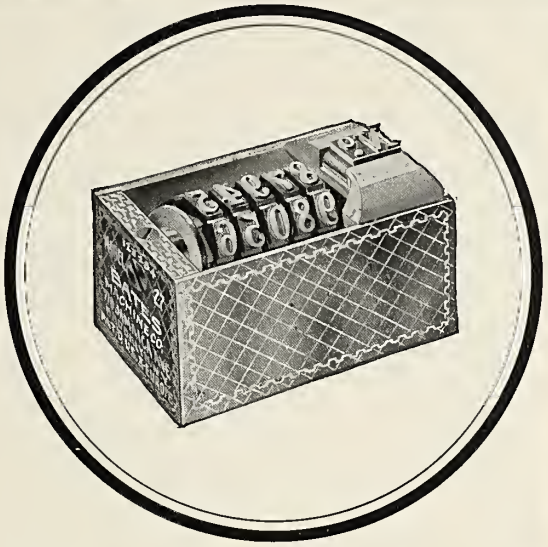
BROOKLYN, N. Y.



"HOOLE" Paging and Numbering Machine

Manufacturers of

End Name, Numbering, Paging and Bookbinders' Machinery and Finishing Tools of all kinds.



An Important Message To Every Printer

DID YOU EVER stop and think how much money you paid in profits in a year, or five years, or twenty years either by sending your numbering out, or by doing it yourself in the old-fashioned way with crude inferior machines?

Our machines offer a splendid opportunity for you to fatten up your bank balance. Because they enable you to combine your printing and numbering in one operation. Or in other words the numbering costs you absolutely nothing.

Do you not think that this would make a lot of difference in your profits at the end of the year?

MODEL 27A

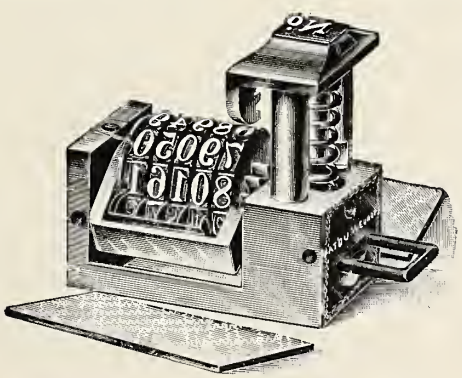
here shown is the machine usually used by Printers and will meet all the requirements of any ordinary printing establishment. It is type-high and may be locked in the chase with the form, or used separately to print numbers only. Size $1\frac{1}{2}$x$1\frac{5}{16}$ inches. The machine is automatic and numbers from 1 to 99,999 consecutively. It is adapted to any press, easy to operate, absolutely accurate, extremely durable. **Price $8.00.**

Every machine is tested up to 15,000 impressions per hour and is guaranteed to be perfect in every way. We will immediately refund money should any machine prove the least bit unsatisfactory.

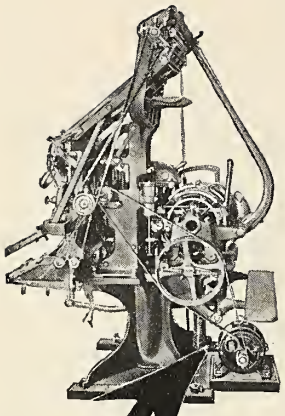
For sale by dealers everywhere.

The Bates Machine Company

696-710 Jamaica Avenue - - - Brooklyn, N. Y.
315 Dearborn Street - - - - Chicago, Ill.



View showing parts detached for cleaning.



Small Power Specialists

For Linotype Machines, Printing Presses, Cutting Machines, Binders, etc.

Our whole attention and activity are devoted to this work. In this way we have made

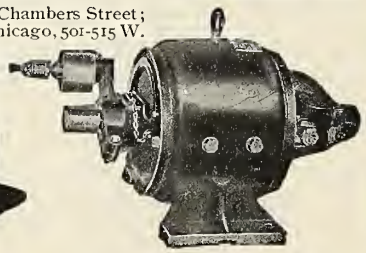
Robbins & Myers "STANDARD" Motors

(Direct Current, All Purposes, 1/30 to 15 H. P.)

far superior to any other motor on the market.
We have a supply of motors of all types, for printing-shops, on hand all the time at our factory and at the branch offices, ready for immediate shipment. We have a consulting department for your power problem. Service free. Write us.

THE ROBBINS & MYERS COMPANY
1325-1425 Lagonda Avenue - - - - Springfield, Ohio

Branches in New York, 155 Chambers Street; Philadelphia, 1109 Arch St.; Chicago, 501-515 W. Jackson Boulevard; Boston, 176 Federal St.; Cleveland, 1408 W. 3d St., N. W.; New Orleans, 312 Carondelet St.; St. Louis, Locust and 11th Streets; Kansas City, 930 Wyandotte St.



MAKES PRINTING A PLEASURE

Waltones

NONE BETTER

THE INLAND-WALTON ENGRAVING CO.
120-130 SHERMAN STREET
CHICAGO

You can increase the efficiency of your Art Department by furnishing

Strathmore

Drawing Papers and Boards

Every man in your Art Department will appreciate the perfect working surfaces of Strathmore, no matter what the medium in which he works, and this appreciation shows in the quality and amount of work which he turns out. Ask your dealer for a sample-book or write us.

They are like Strathmore Parchment for real genuine goodness, and you know what that means. If you do not know, get the Strathmore Parchment Test Book.

MITTINEAGUE PAPER COMPANY
"Strathmore Quality" Mills
MITTINEAGUE, MASS., U. S. A.

Do *You* Cut Paper?

Then you NEED a Paper Cutter, which has the prime requisites:

Unquestionable Strength
Perfect Rigidity
Absolute Accuracy
Utmost Simplicity
Perfect Shear Cut
Powerful and Easy Leverage
High Quality
Great Durability
Assured Safety and Facility



The

Reliance Lever Paper Cutter

fulfills the above requisites.

It is made for hard, every-day usage and stands up and proves it.

It is THE machine that is "Hardest to Break" and "Easiest to Repair" *because* it is completely interchangeable, which means SCIENTIFICALLY, therefore CORRECTLY, CONSTRUCTED.

It has the ¾-inch Cutting Stick.

Each machine thoroughly tested before it leaves our factory.

INVESTIGATE; INSIST on KNOWING the RELIANCE.

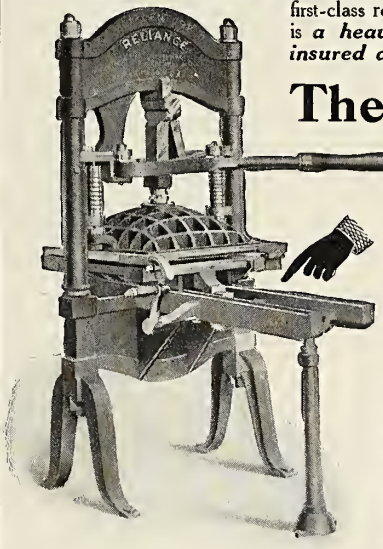
EVERY MACHINE GUARANTEED to be as represented or your money back.

You can obtain same direct from the
MANUFACTURERS
PAUL SHNIEDEWEND & CO.
623 West Jackson Boulevard, CHICAGO, ILLINOIS
OR FROM YOUR DEALER

THE BEST INSURANCE

is that which will ***guarantee*** a security against possible loss.

PROOF TAKING in an Engraving Plant is a possible loss in more ways than one: Loss of time, loss of paper, loss of ink, loss of first-class results, loss of reputation. It is ***a heavy loss if you are not insured against poor proofs.***



No. 2-B. 20th Century
Bed, 25 x 31 inches. Platen, 21 x 27 inches.

The Reliance Photo-Engravers' Proof Press

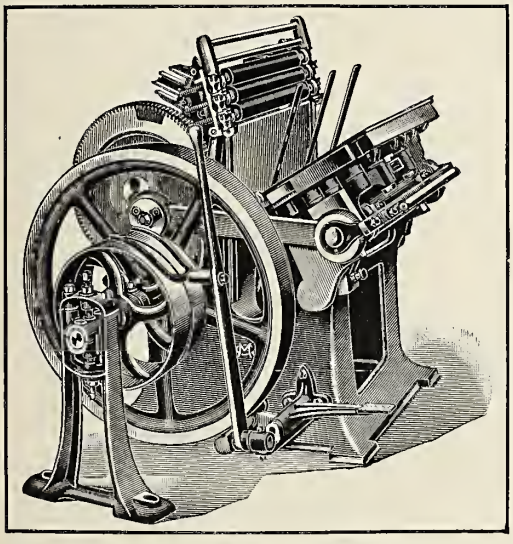
Extra Heavy, with Rack and Pinion Bed Movement (patent applied for)

is the best insurance obtainable against poor proofs, for the Reliance can produce ***only*** perfect proofs, which means a security against loss of time, labor, paper, ink, etc.; therefore, ***a Reliance in your plant stands for a guarantee for best possible results at all times at a low cost.***

MANUFACTURED AND SOLD BY
Paul Shniedewend & Co. 627 JACKSON BLVD. CHICAGO - - U. S. A.

ALSO SOLD BY
WILLIAMS-LLOYD MACHINERY CO., 337 Dearborn St., CHICAGO
GEO. RUSSELL REED CO. - - SAN FRANCISCO AND SEATTLE
KLIMSCH & CO. - - - - - - - - FRANKFURT A. M., GERMANY
A. W. PENROSE & CO. - - - - - LONDON, E. C., ENGLAND

Gally Improved "UNIVERSAL"



New Style No. 3
Improved Universal Printing Press.

For general work—letterpress, half-tone and three-color printing, embossing, cutting and creasing—the "Universal" Style 3 is unsurpassed.

Its powerful impression and its extra substantial construction insure longevity of life and perfect service.

It is compact—occupies small space.

Made in many sizes and styles, with prices commensurate in point of value and service.

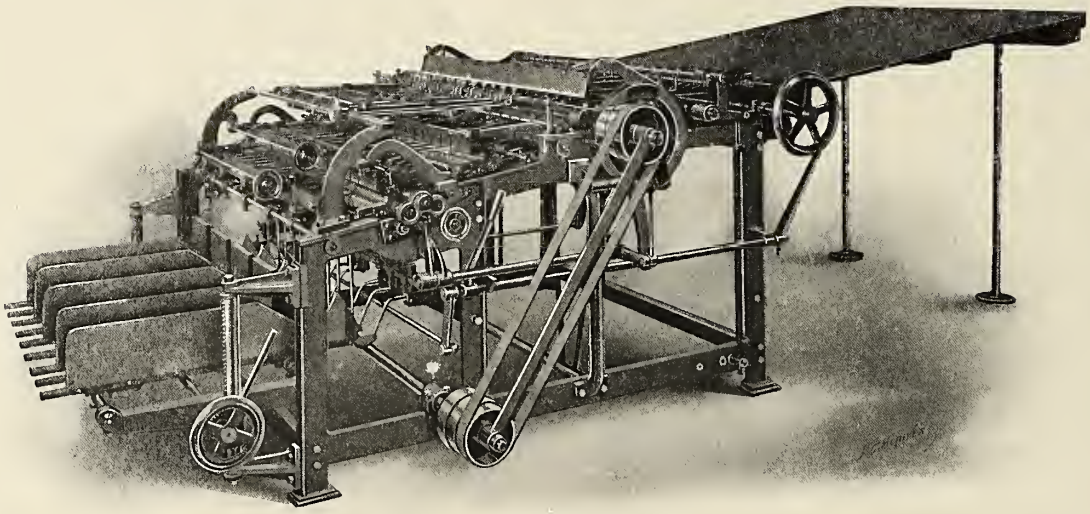
You should have our illustrated catalogue containing valuable information as to what our various presses will do for you.

Manufactured by

The National Machine Company

Hartford, Connecticut

THE CHAMBERS
Paper Folding Machines



Drop-roll Parallel Folder with Hand Feed Table

AUTOMATIC FEEDERS FURNISHED

Will deliver and pack a folded page as narrow as 2½ inches in 16s. Greatest width 6 inches.

Will fold 8s ranging in width from 3 to 12 inches.

Will deliver in long strips or cut into 2, 3 or 4 sections.

Sharp, accurate folding guaranteed.

Chambers Brothers Co.

Fifty-second and Media Sts., Philadelphia, Pa.

Chicago Office : : : 524 West Jackson Boulevard



You're Not Tied Up

—there's no contract to bind you—no obligation—not even an implied promise to buy—

When You Accept Our

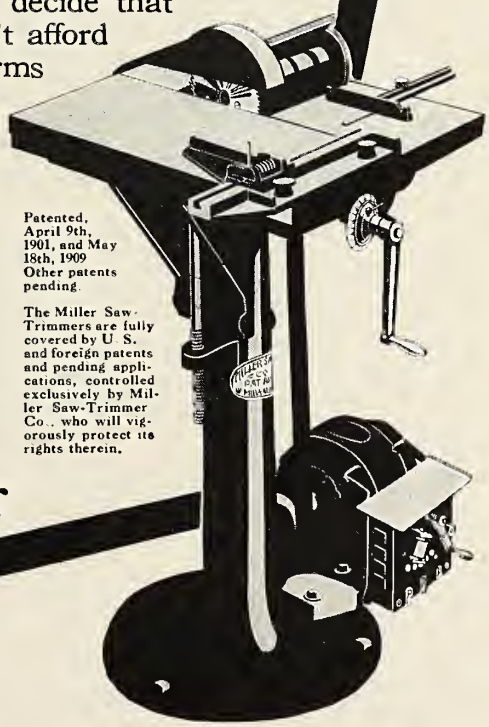
30 Day Free Trial of the Miller Saw-Trimmer

TAKE this in. The test that we propose to you is not hedged about with conditions, obligations or "comebacks," because that is not its spirit or purpose. You are urged to try out the Miller in your own way, under your own shop conditions, and to come to your own uninfluenced conclusions as to its profit possibilities **for you,** without committing yourself to anything but to give the machine a fair show during the trial period. And your decision is final and absolute. We simply take out the machine without question or argument, if you decide that it cannot earn its cost for you. Perhaps you can't afford to add to your **equipment** now, but on such terms as these you can afford to add to your **knowledge.** Come back at us today with a request for this test.

You Know What This Machine Does?

It saws-and-trims at the same operation, handling metal or wood mounted cuts, slugs, rule, furniture, and every other item entering into printers' make-up—and reduces its entire output precisely to point measure. It takes little room and little power and does not require a special operator. And it is the **only** machine that does or can perform these functions.

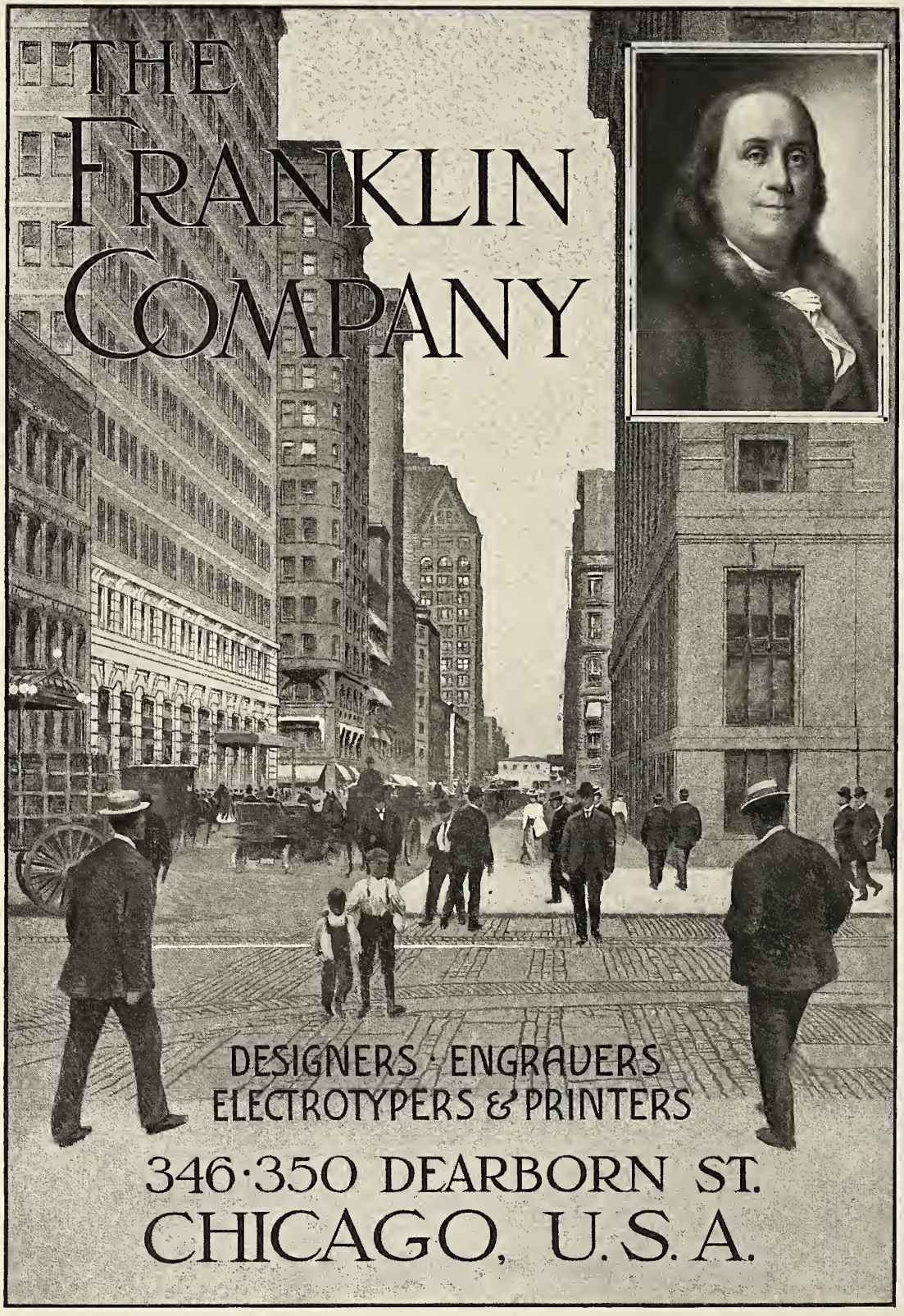




Patented, April 9th, 1901, and May 18th, 1909 Other patents pending.

The Miller Saw-Trimmers are fully covered by U. S. and foreign patents and pending applications, controlled exclusively by Miller Saw-Trimmer Co., who will vigorously protect its rights therein.

Miller Saw-Trimmer Co., *Milwaukee*


THE
FRANKLIN
COMPANY
DESIGNERS · ENGRAVERS
ELECTROTYPERS & PRINTERS
346·350 DEARBORN ST.
CHICAGO, U.S.A.



Strathmore Talks

[No. 9]

¶ Did you ever consider how necessary good stationery is to the success of good advertising? In other words, how one backs up the other?

¶ Probably most of us have sent for a catalogue. If on the receipt of the letter accompanying the catalogue the stationery was rather passé, was there not a suspicion engendered that the goods might be cheap too, even though the catalogue was what it should have been? If, however, both stationery and catalogue were first class, did there not seem to be a harmony and relationship that created confidence in the goods and the house that offered them?

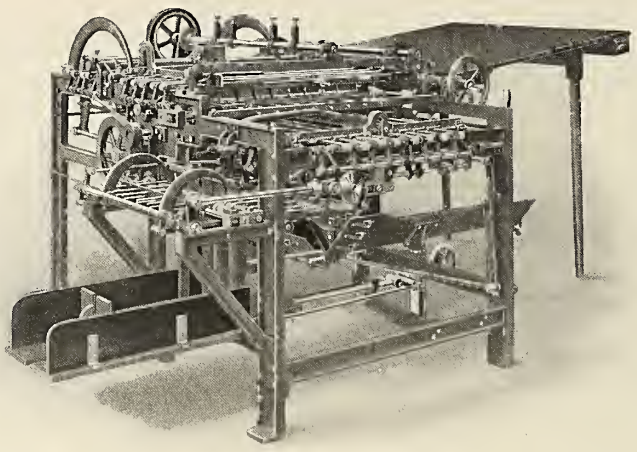
¶ STRATHMORE PARCHMENT is the paper you will offer to your customer if you are as anxious to render service as you are to do good work at a profit. It has every quality, every feature and every advantage that makes successful business stationery.

¶ Look at the STRATHMORE PARCHMENT TEST BOOK. If you haven't one, write us.

MITTINEAGUE PAPER COMPANY

The "STRATHMORE QUALITY" Mills

MITTINEAGUE, MASS., U.S.A.



Special Catalog Folder

Folds regular and oblong. Will fold 6, 8, 10, 12, 16, 24 and 32 pages in single sections or in gangs. Automatic Registers throughout.

Yes! It is to laugh at our imitators. The above machine is not a New Year's offering after many efforts to perfect something "every once in a while."

Yes! The above machine has been good enough to imitate, but the result has been a poor one.

Yes! The Special Catalog Folder of our construction is a folding machine.

Made by

Brown Folding Machine Company

Erie, Pennsylvania

Always of proper consistency and unusual strength

In containers convenient and air-tight



Dennison's
Is the Glue for Printers

For more than sixty years we have made Glue in our manufacture of Tags, Labels, and Boxes. We know what a printer demands of Glue. We know also, *from our own experience,* what to give him — DENNISON'S, the strongest glue made, undiluted, yet of the right consistency, clear, sweet, ready to use, and easily preserved.

Sold in cans, ½ pt., 1 pt., 1 qt., 2 qt., 1 gal., and in DENNISON'S PATENT PIN TUBE; the handiest method of applying, the easiest way to preserve. Just take out the pin and squeeze. Put back the pin and seal for a year or a day, as long as you wish. No cork to stick. No brush to mislay. The flat nozzle makes a good spreader.

DENNISON PASTE AND MUCILAGE

are of equal superiority, often tested, and quality maintained. Paste in jars and tubes. Mucilage in Tubes.

WHY NOT SELL DENNISON ADHESIVES? DEMAND IS STEADY, PROFIT SURE

Dennison's Catalogue for Printers, now ready, illustrates and describes Dennison's Adhesives, as well as Tags, Labels, Tag Envelopes, Coin Cards, and many another line for a printer's profit. Send to our nearest store.

Dennison Manufacturing Company

THE TAG MAKERS

BOSTON
26 Franklin Street

CHICAGO
25 Randolph Street

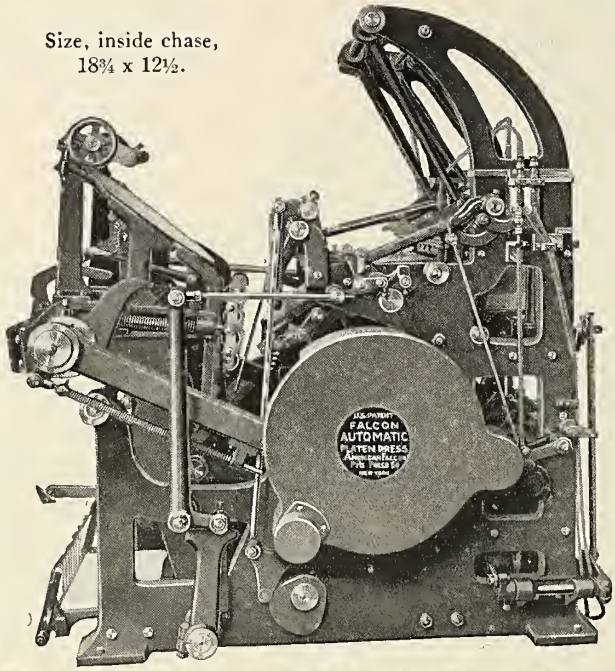
NEW YORK
15 John Street
15 West 27th Street

PHILADELPHIA
1007 Chestnut Street

ST. LOUIS
413 No. Fourth Street

THE PAYROLL PAYS FOR THE **Falcon Automatic Platen Press**

Size, inside chase, 18¾ x 12½.



Will automatically feed, print and deliver any weight of stock from onion-skin to cardboard.

Saves wages, power, floor space and spoilage.
Feeds from the top of the pile.
Speed up to 3,500 per hour.
Prints from flat forms.
No expert required.
Absolute register.

The Falcon Automatic Platen Press will do the work of from three to four ordinary hand-fed platen presses, do it better and pay for itself in a short time out of the saving in feeders' wages alone. It is sold with our guarantee to do exactly what we claim for it.

Write for further particulars and testimonials.

Auto Falcon & Waite Die Press Co., Ltd. Rand-McNally Building, 160 Adams St., CHICAGO, ILLINOIS

SUCCESSORS TO AMERICAN FALCON PRINTING PRESS CO.

Eastern Selling Agent
S. P. PALMER - - - - - - 346 Broadway, New York

FACTORY AT
DOVER, N. H.

Pacific Coast Agents
GEO. RICE & SONS, 350 Los Angeles St., Los Angeles, Cal.

A Beautiful Book Face is the LIGHT DORSEY

It is the latest thing out—right up to date. Perfectly legible, strong and full of character, but graceful and pleasing to the eye. Cast on standard line unit set from the BEST wearing type metal known.

Send for display specimens.

INLAND TYPE FOUNDRY

12th and Locust Sts. SAINT LOUIS
175 Monroe St. CHICAGO
160 William St. NEW YORK

ILLUSTRATING LIGHT DORSEY
Copyright 1910, by Inland Type Foundry

6-Point, 50a 25A, $2.00 L. C. $1.05; C. $0.95
THERE IS A SINGULAR STATELINESS AND AN air of distinction which wins admiration at the 1667

8-Point, 44a 22A, $2.25 L. C. $1.15; C. $1.10
IT IS SAID THAT ONE MAY SEE TO the depth of fifty feet or more in the $134

10-Point, 37a 18A, $2.50 L. C. $1.30; C. $1.20
IMMUNITY FROM ANY BLOT on its shores gives it a clear 786

12-Point, 33a 17A, $2.75 L. C. $1.40; C. $1.35
FOR FORTY YEARS THIS superb sheet of water has 1234

14-Point, 27a 14A, $3.00 L. C. $1.55; C. $1.45
THIS LOVELY PLACE is easily accessible to 89

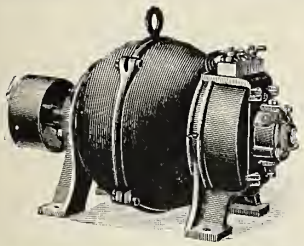
18-Point, 20a 10A, $3.25 L. C. $1.65; C. $1.60
COSTLY HOUSES for use in the 1463

6-POINT ACME BORDER, 6-POINT ACME BRASS RULE

SPRAGUE ELECTRIC MOTORS

THE MOTORS THAT PRINTERS USE

The perfection of design and the thoroughness of construction have made the Sprague Electric Motors universal favorites for driving printing-presses, stereotyping and electrotyping machines, cutters, folders, stitchers, linotype and monotype machines, etc. **They do the work with economy and precision.**



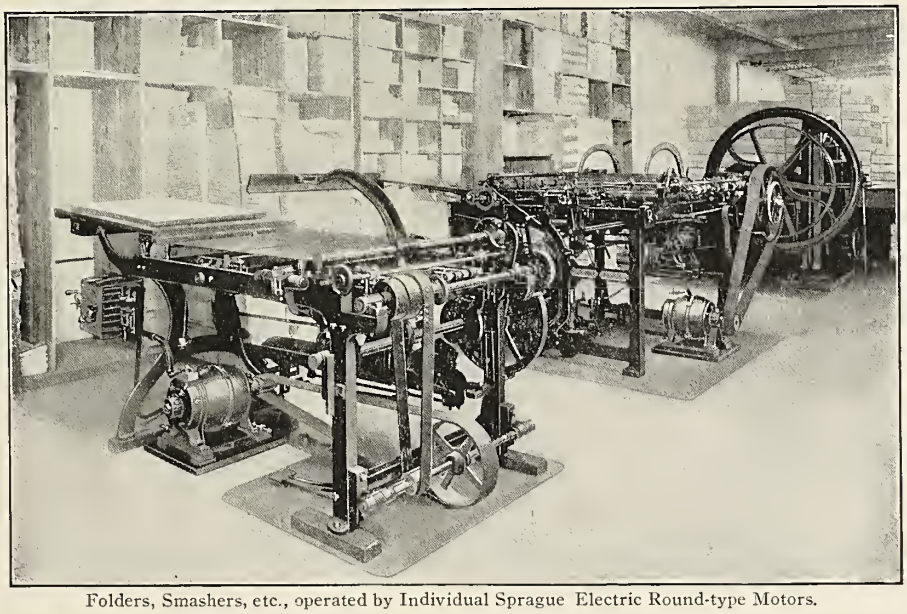
SPRAGUE ELECTRIC ROUND-TYPE MOTORS

SHOWN IN THE ACCOMPANYING ILLUSTRATIONS

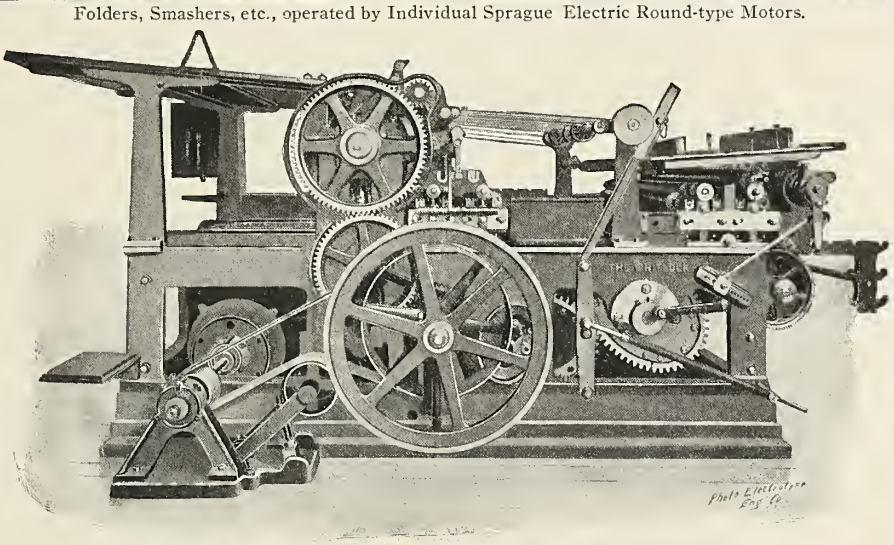
Sprague Electric Motors reduce power expense and are safe, reliable, economical and easy to operate. They are used extensively in this country and abroad.

The flexibility of the electric drive permits a more advantageous arrangement of presses and other machines, and thus gives better light and saves handling the stock so many times. It eliminates the dark, cumbersome, noisy and, too often, dangerous belting and shafting.

Our long experience enables us to give correct specifications for motor drive for any machine from the smallest to the largest in your plant.



Folders, Smashers, etc., operated by Individual Sprague Electric Round-type Motors.



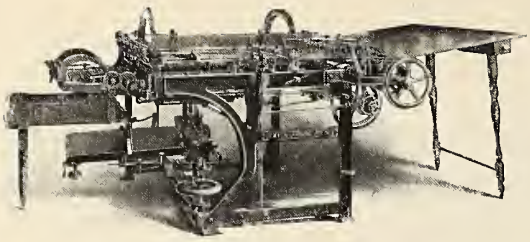
Sprague Electric Round-type Motor belted to No. 2E Whitlock Press.

ASK US for a copy of Bulletin No. 2294, which contains many illustrations and a long list of plants equipped with Sprague Electric Motors. Is your plant a modern one? Are you trying to compete with plants electrically equipped? You will find our bulletin interesting. Write now for a copy.

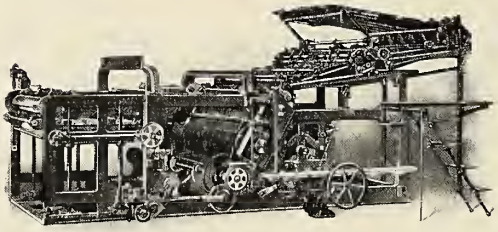
SPRAGUE ELECTRIC COMPANY

General Offices—527-531 West Thirty-fourth Street, City of New York

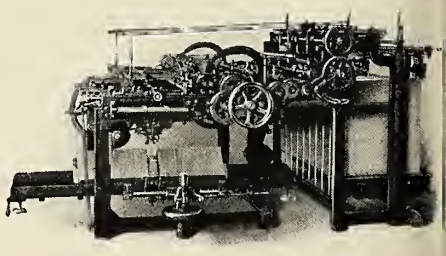
Branch Offices—CHICAGO, ST. LOUIS, MILWAUKEE, BOSTON, PHILADELPHIA, PITTSBURG, BALTIMORE, ATLANTA, NEW ORLEANS, SAN FRANCISCO, SEATTLE



Our new Jobbing Folder No. 190. Fills the bill for over 75% of all jobbing folding.



Sheet-feed Rotary press with Cross Feeder. Feeding guaranteed up to 3000 per hour.



Double 16 Folder and Dexter-Feeder. The standard machine for ordinary book work.

Dexter Folder Company

New York
Chicago
Philadelphia
Boston
Buffalo
San Francisco

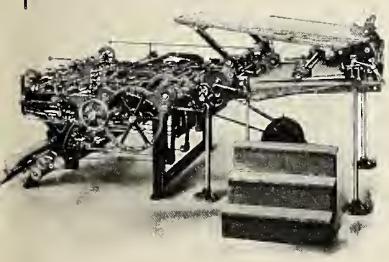
Southern Agents: Dodson Printers Supply Co., Atlanta, Ga.

DEXTER

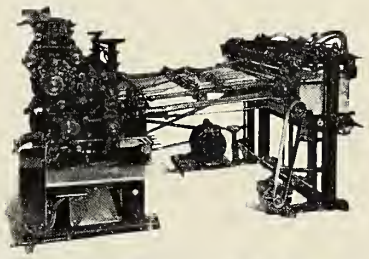
London *Paris* *Cape Town* *Melbourne* *Buenos Aires*

From Corner to Corner

Modernize and Standardize your plant with Dexter and Cross machines and climb the stairs of success. Dexter Folders and Cutters and Cross and Dexter Feeders are daily feeding, folding and cutting millions of sheets in the best equipped plants all over the world. You will get better work and more of it. Dexter machines are an insurance against loss of product, and assurance of better profits. The service is unapproached.

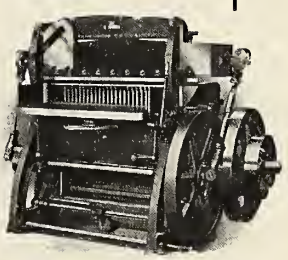


Quadruple Folder and Cross Feeder. The money maker on long run work.



Offset Press with Dexter Feeder. Feeding from 3,000 to 5,000 per hour according to register desired.

Dexter Cutters. The strongest, simplest and most efficient cutter.



More Unitypes

We are now selling UNITYPE machines in large numbers, which attests the correctness of our diagnosis of the matter with the printing business and its needs, as set forth in our pamphlet.

To ascertain costs of production, however laborious or distasteful that may be, and invariably use them in the preparation of every estimate, is the first pressing need; while the second is, to use for each kind of work only such machinery as is particularly adapted to perform it with economy and dispatch. These two practices *must* be put in force before a printing business, however large it may be, can be considered as upon a manufacturing basis, and be expected to stand, in profits returned, among manufacturing establishments.

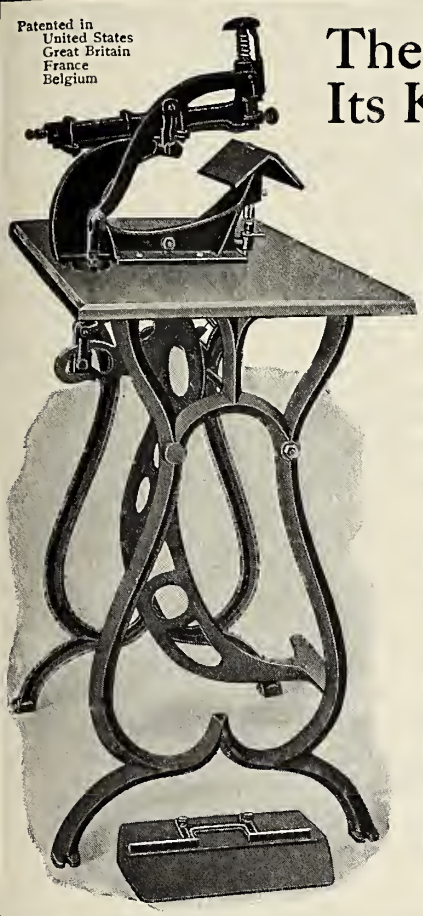
We mention UNITYPE sales merely as an indication of the fact that we are making rapid progress in getting printers to figure out the costs of their composition, and to consider the rearrangement or re-equipment of their plants in conformity with established manufacturing custom. These are signs of healthy progress. There is as much folly in doing a job without *knowing* it will bring a fixed profit, as in doing it wastefully upon one machine instead of economically upon another. Both questions require to be thought out by every printer for himself.

With the second question we can be of material assistance—we quote from "The Matter With the Printing Business," page 14:

> "In the printer's case three composing machines are offered him. Each is particularly adapted to part of his work; but no one of them to all of it. Therefore, in order to bring his establishment to the highest pitch of earning power, he must know the kind of work to which each machine is fitted, and apply that machine to that work only. It is precisely because of this imperative need of such a subdivision of work among machines—as necessary among machines as among men—that we have published this paper.
>
> "It is not our intention, however, to analyze the field of printing and assign to any machine, other than the UNITYPE, the particular province to which it belongs. But of the UNITYPE we unreservedly say that wherever books, catalogues, magazines, or similar matter is set, there lies the work of which no other machine can yield so much at so low a cost."

Wood & Nathan Company

No. 1 Madison Avenue, New York City



The Best of Its Kind

THE ACME Wire Staple Binder

Has served its purpose in prominent printing establishments for many years.

- Uses Fine and Coarse Staples.
- Binds to ¼-inch.
- Has Automatic Clinching and Anti-clogging Devices.
- Equipped with both Flat and Saddle-back Tables.
- Holds 250 Staples at a charge.

Acme Staple Co.
LIMITED
112 North Ninth Street
CAMDEN, N. J.

FACSIMILE OF LABEL.



See that this label is on each ream.

Tub-sized Loft Dried Hand Plated

"P. B. 671" BOND

This is a high-grade Bond Paper of tenacious strength and perfect finish. Its durability stamps it the ideal paper for Bonds, Documents and high-class Business Stationery.

Write for samples and prices.

PARSONS TRADING COMPANY
20 Vesey Street . . . . . NEW YORK

London, Sydney, Melbourne, Wellington, Havana, Mexico, D. F., Buenos Aires, Bombay, Cape Town.

Cable Address for all Offices—"PARTRACOM."

Largest Manufacturers of BOXBOARD in the World

UNITED
REGISTERED TRADE MARK

The use of **United Products** The Only Way

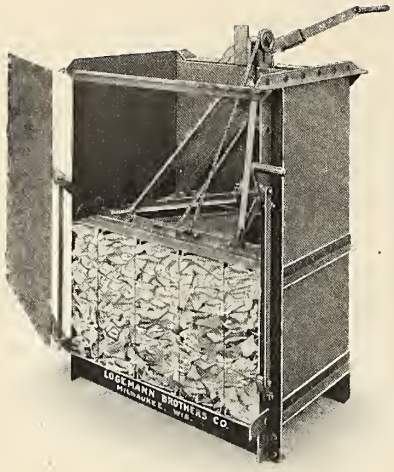
United Boxboard Company

General Offices, 200 Fifth Ave., New York

CLAY COATED LITHOGRAPH BLANKS AND BOXBOARDS
OF EVERY DESCRIPTION
ALSO
THOMSON JUTE, STRAWBOARD, NEWSBOARD, BINDERS' BOARD,
ICE-CREAM AND OYSTER-PAIL BOARDS
LOCKPORT PATENT COATED, TAG AND DOCUMENT MANILAS

EXCLUSIVE SALES OFFICES AND WAREHOUSES

BOSTON STRAWBOARD CO. - - - - 46 Federal St., Boston, Mass.
MANHATTAN STRAWBOARD CO. - 141 Wooster St., New York City
MANUFACTURERS STRAWBOARD CO., - 6 Sherman St., Chicago, Ill.
PHILADELPHIA STRAWBOARD CO., 127 N. Fourth St., Philadelphia, Pa.
QUEEN CITY PAPER CO. - - 420 W. Fourth St., Cincinnati, Ohio
ST. LOUIS BOXBOARD CO. - - - 112 N. Fourth St., St. Louis, Mo.
UNITED BOXBOARD CO., 32 N. St. Paul St., Rochester, N. Y.



FIRE RISK

DECREASED with our STEEL constructed, fireproof waste-paper baler. Will bale your waste to advantage and bring very best price. Strong, rapid, permanent, obtaining greatest compression with least power. Sanitary conditions improved by keeping premises clean. Little floor space required. Long life of press guaranteed. Will pay for itself in a short time. We build a variety of thirty styles and sizes to meet requirements. Select a Baling Press as you would high-grade machinery and purchase the best.

We also build a rapidly operating LABEL CUTTING PRESS. Write for catalogs.

LOGEMANN BROTHERS CO.

MILWAUKEE WIS

LABOR-SAVING **KIDDER MACHINERY** MONEY-MAKING

Automatic Printing-Presses

We mean by Automatic that the press prints from the roll on one or both sides of the web and in one or more colors.

For edition, pamphlet or long-run work of any kind, there is nothing to equal them for *quality of work* or *output* and at the lowest possible cost

We make a specialty of building presses for such work. Write us about your requirements, we will do the rest.

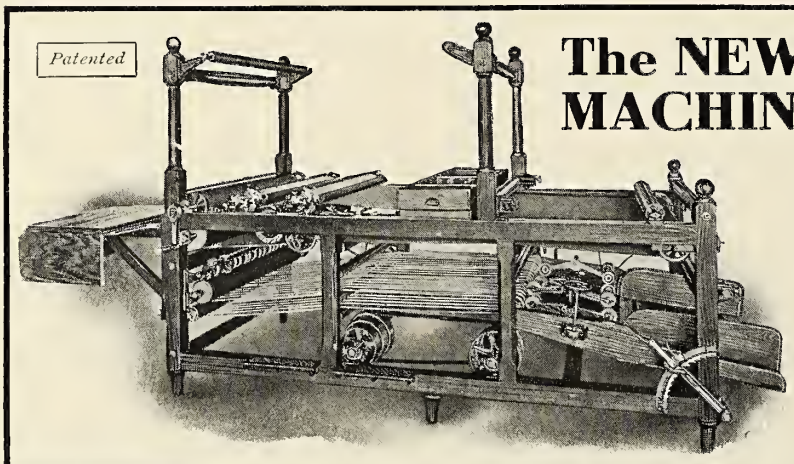
KIDDER PRESS CO. Main Office and Works DOVER, N.H.

CANADA:
THE J. L. MORRISON CO.
TORONTO

NEW YORK OFFICE:
261 BROADWAY
GIBBS-BROWER CO., AGENTS

GREAT BRITAIN:
JOHN HADDON & CO.
LONDON

Patented



The NEW CENTURY RULING MACHINES AND STRIKERS

The finest Ruling Machines ever offered to the trade.

BUILT ON HONOR—AND SOLD UNDER A GUARANTEE

To wear forever. To do perfect ruling. To be set quickly. To run fast, and to satisfy the ruler.

GEO. DAMON & SONS

44 Beekman St., New York City, U. S. A.

Selling Agents for Eastern and Southern States, Canada and Foreign Countries. Largest Dealers in Printing Machinery—new and secondhand

BUILT BY THE CENTURY MACHINE COMPANY, Hoboken, New Jersey, U. S. A.

ESTABLISHED 1830



To the Trade:

We beg to announce a NEW

Coes · MICRO-GROUND · Knife

which we are selling as our "New Process" Knife. We have been supplying this knife in its improved form for over a year to our largest customers with the best results.

It is sold on our regular list *at no advance* in price.

Following our established habit of *raising quality* to the customer at no extra expense to him.

Same package. Same warrant. Ask us.

LORING COES & CO., Inc.
DEPARTMENT COES WRENCH CO.
WORCESTER, MASSACHUSETTS.

NEW YORK OFFICE — G. V. ALLEN, 21 Murray Street
Phone, 6366 Barclay

COES RECORDS

First to use Micrometer in Knife work	1890
First to absolutely refuse to join the Trust	1893
First to use special steels for paper work	1894
First to use a special package	1901
First to print and sell by a "printed in figures" Price-list	1904
First to make first-class Knives, *any kind*	1830 to 1905

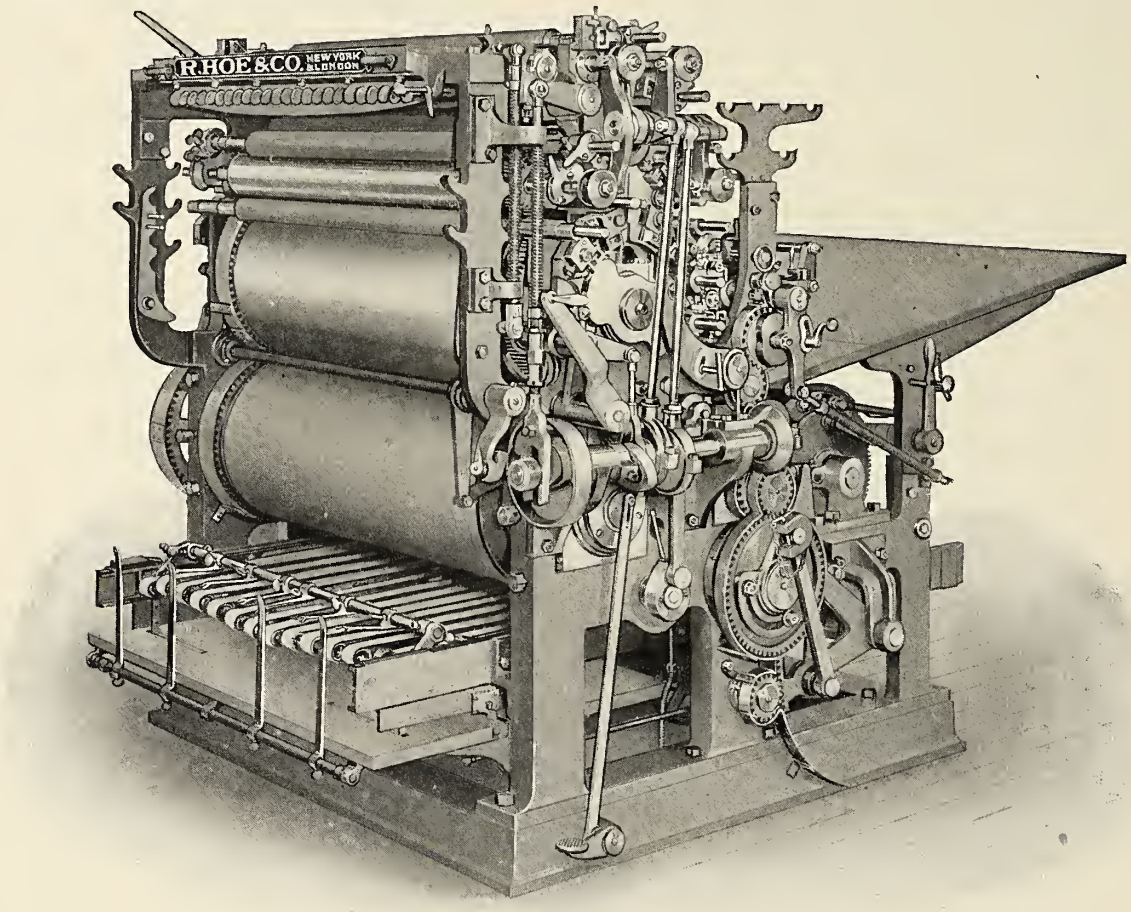
COES is Always Best!

The Reason Why the

Hoe Rotary Offset Press

outworks, outlasts and outclasses all other machines of the kind is that it is made strictly to the **Hoe** standard of workmanship, which for a century past has been supreme in the printing world.

It is a simple, convenient and reliable press, and when put to work on a job requiring accurate register, good impression, even distribution and high speed, is never found wanting.



You can make no mistake in buying a HOE PRESS, because it

Is Built on Honor

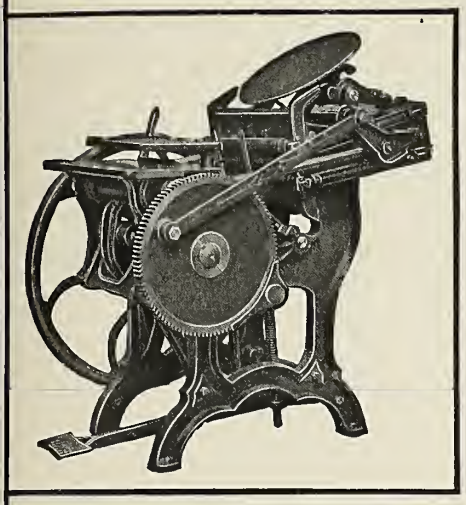
and will produce more and better work at less cost than any other machine of the kind—and the price is low. Let us give you the figures.

R. HOE & CO., 504-520 Grand St., NEW YORK, N. Y.

ALSO AT

7 Water Street Boston, Mass.	143 Dearborn Street Chicago, Ill.	109-112 Borough Road London, S. E., England	8 Rue de Chateaudun Paris, France

"IT DOES THE WORK"



BOILED DOWN TO A FEW WORDS—THE

Peerless Job Press

MAKES GOOD.

During the many years that we have manufactured the PEERLESS JOB PRESS our one aim has been to make it so thoroughly *dependable*, *efficient* and *popular* with the printer, that *its service* shall stand as our best advertisement.

Our ILLUSTRATED CATALOGUE is waiting for your address. All ready to mail.

FOR SALE BY THE PRINCIPAL DEALERS IN THE UNITED STATES.

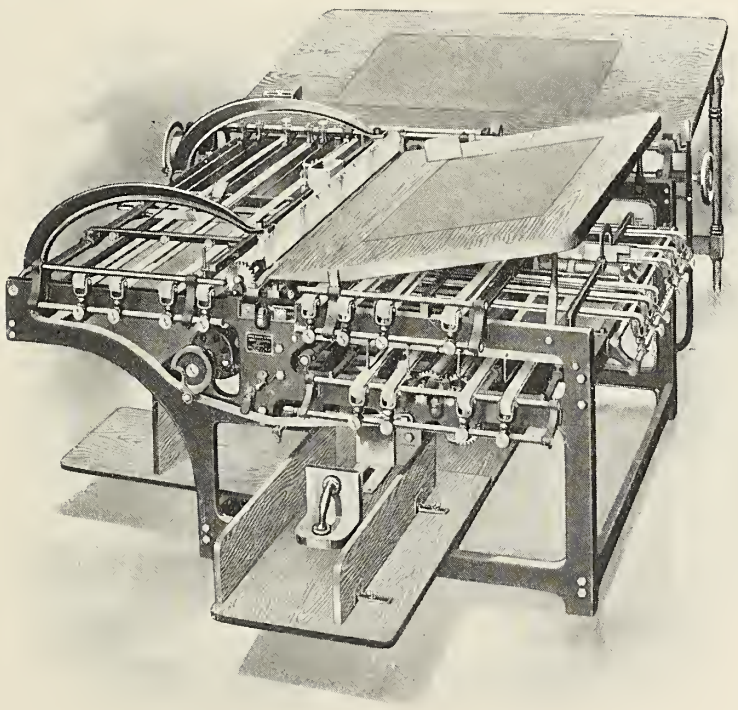
PEERLESS PRINTING PRESS CO., THE CRANSTON WORKS, 70 Jackson Street, PALMYRA, N. Y., U. S. A.

Lieber's and A-B-C 5th Edition Codes.

The Anderson Folders

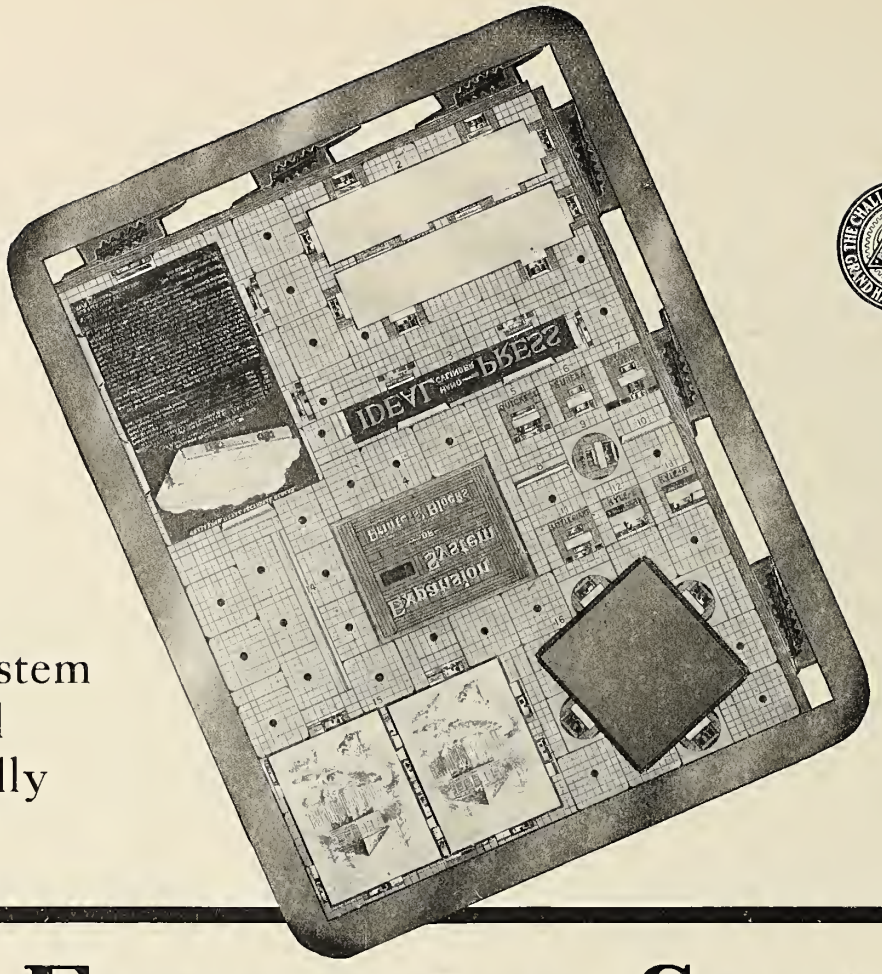
An "ANDERSON" will just fit in your office.
Least trouble and worry.
No delayed runs
AND
ALWAYS READY.

Let us have your inquiry.



No. 12 "ANDERSON" Newspaper and Job Folder.

MAISH MANUFACTURING CO. : : : Warsaw, Ind.



"The System you will eventually adopt"

The Expansion System

SOME printers will tell you that it is impossible to turn out first-class presswork at the prevailing prices. This complaint comes from two sources — the printer who still clings to the old-style-wood-block-method of mounting plates and the printer who has been "stung" with one of the many complicated, time-killing, make-shift systems now on the market.

These printers — both classes — are the men we want to get in touch with — because we know a remedy.

If you actually want to reduce your pressroom expense, if you want to be placed on an equal footing with the printers who are under-bidding you, if you want to increase the quality and quantity of your output — equip your presses with

The Expansion Plate-mounting System

You simply can not realize the fruits of your ambition by clinging to an antiquated or out-classed method, and when we say that all other systems are out-classed by the Expansion System, we are simply stating a fact that we have advertised and proven time and time again.

That the Expansion System outclasses all other systems and thereby reduces operating expense is easily shown. This fact is so well established that we will not give the reasons here. To any enquirer we will gladly send literature that sets forth these reasons explicitly. Write NOW.

THE CHALLENGE MACHINERY COMPANY

GRAND HAVEN, MICH., U. S. A.

Salesroom and Warehouse, 194-196 FIFTH AVENUE, CHICAGO

Gilbert, Harris & Company

OWNERS AND LICENSORS

WHEN PROPERLY USED

PATENT METALLIC OVERLAYS

THEY ARE THE GREATEST LABOR SAVER OF MODERN TIMES

158-164 E. Harrison St.

CHICAGO.

This identical cut has been run 12 successive issues of "The Inland Printer" with a Patent Metallic Overlay. Compare with previous issues for condition of cut.

Christensen Automatic Wire Stitcher Feeder

(Patented)

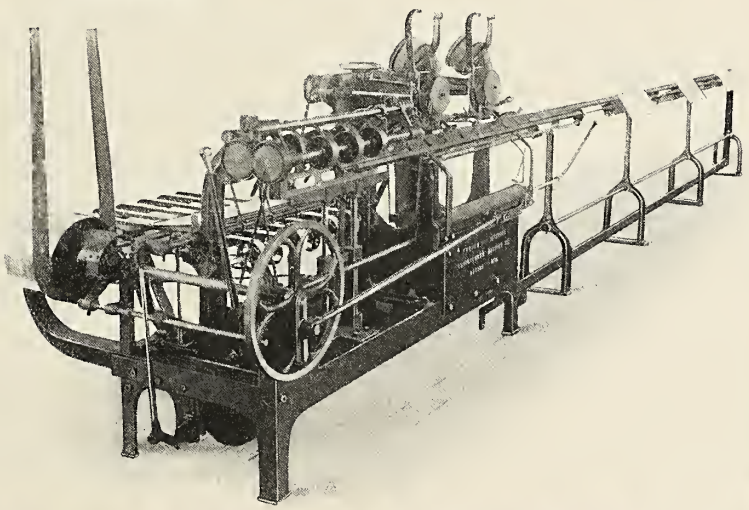
Twenty machines in operation.

Made for any range of work you want.

Heads up the cover and inserts before stitching.

Saves one-half the labor over old hand method.

Installed and guaranteed to save you money.



The Christensen Machine Company

Racine, Wisconsin

THE

Waite Die and Plate Press

Noted for its superior quality of work, its strength and durability and its low cost of operation.

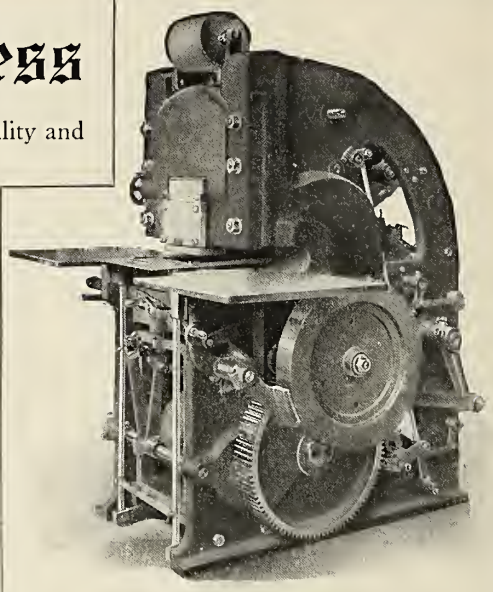
Will wear the die or plate less than any other die press.

The only die press which will give hair-line register at full speed.

THE LARGEST SIZE EVER BUILT:

The 6 x 10 inch is our latest success and has a greater capacity than any other power-stamping press ever made. It has every refinement of the smaller "Waites" and additional advantages. Prints in the center of an 18-inch sheet and is especially valuable for stamping box tops, catalog covers, photograph mounts, Christmas and fancy cards, check books with several on a page, calendars, etc.

Sizes..... 6 x 10, 5 x 9, 4 x 8, 3 x 5, 2 x 4½, 2 x 3 inch.



Size 6 x 10 inch.

Auto Falcon & Waite Die Press Co., Ltd. OFFICES AND SHOWROOMS RAND-McNALLY BUILDING

160 ADAMS STREET, CHICAGO, ILLINOIS

Eastern Selling Agent
S. P. PALMER, 346 Broadway, New York

FACTORY
DOVER, N. H.

Pacific Coast Selling Agents
GEO. RICE & SONS, Los Angeles, Cal.

The Nuernberger-Rettig Typecaster

The Typecaster which Casts Type of Foundry Quality from Any Mats —

Linotype, Compositype, N. & R. or Special Mats.

OPERATED BY Motor, Steam Fixtures, or Hand.
HEATED BY Gas, Gasoline or Oil Burners.
CASTS Type, Spaces, Quads, Leads, Slugs, Logos, Borders, Quotation Quads.
MATRICES AND MOLDS Rented and Sold — Made to Order.

WHAT WE CLAIM, WE DO

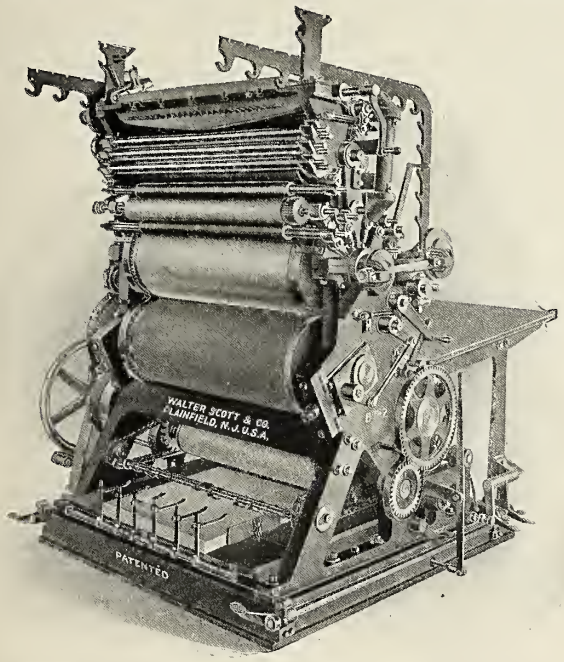
SEND FOR OUR GREEN BOOK

Universal Automatic Type-Casting Machine Co.
Chicago

"It Looks Good To Me"

was the expression from a prospective customer about

The SCOTT Rotary Offset Press



A SCOTT ROTARY OFFSET PRESS is now running in the office of the gentleman who gave the above opinion of the Scott machine. Now he says "it's a good press for me, but it keeps us hustling to keep it agoing."

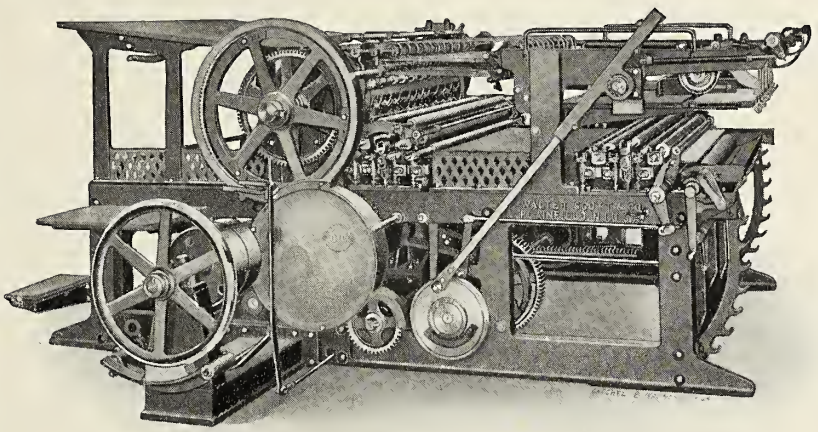
If you have never seen a SCOTT ROTARY OFFSET PRESS it will certainly pay you to do so. Orders have been received from all parts of the country for them.

The Offset Press is built to take sheets 28 x 38, 34 x 46, 34 x 52, 38 x 52. Other sizes built to order.

The SCOTT Two-Revolution Press

is admitted to be the strongest Two-Revolution Press built. No "guttering" ever occurs on these machines.

The ink distribution cuts the ink up thoroughly before it reaches the form. Streaks of color are impossible. The delivery will bring out anything, from tissue to cardboard. Send for descriptive circular of this machine.



We also manufacture DRUM CYLINDER, SHEET-FEED ROTARIES, all size WEBS, MAGAZINE COLOR-PRINTING MACHINES and NEWSPAPER PRESSES of Every Description. Tell us your requirements. We have the press.

WALTER SCOTT & CO.

DAVID J. SCOTT, General Manager

MAIN OFFICE AND FACTORY

PLAINFIELD, NEW JERSEY, U.S.A.

NEW YORK OFFICE
41 PARK ROW

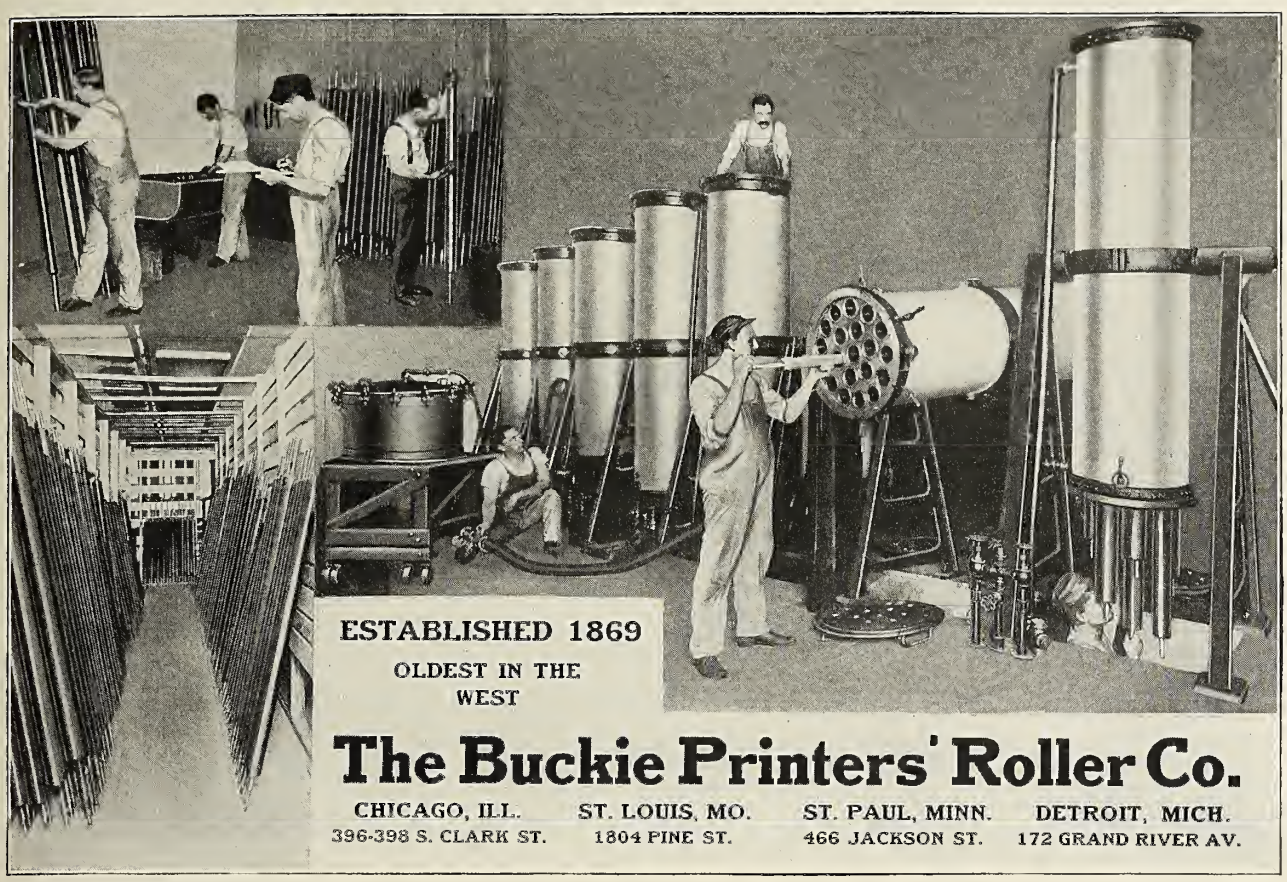
CHICAGO OFFICE
MONADNOCK BLOCK

CABLE ADDRESS—"WALTSCOTT," NEW YORK.

Codes used—A-B-C (5th Ed.) and our own.



CINCINNATI CHICAGO BOSTON PHILADELPHIA
KANSAS CITY, MO. MINNEAPOLIS



ESTABLISHED 1869
OLDEST IN THE WEST

The Buckie Printers' Roller Co.

CHICAGO, ILL. 396-398 S. CLARK ST.
ST. LOUIS, MO. 1804 PINE ST.
ST. PAUL, MINN. 466 JACKSON ST.
DETROIT, MICH. 172 GRAND RIVER AV.

$50.00 IN PRIZES

To be awarded for the best printing on

SUPATONE

An uncoated paper suitable for printing half-tone engravings

Costs less than coated.
Has no disagreeable odor.
Does not pick or stick together when damp.
Binds better.
Electricity not so profuse.
Just as handsome in appearance.

Write for particulars, prices and samples

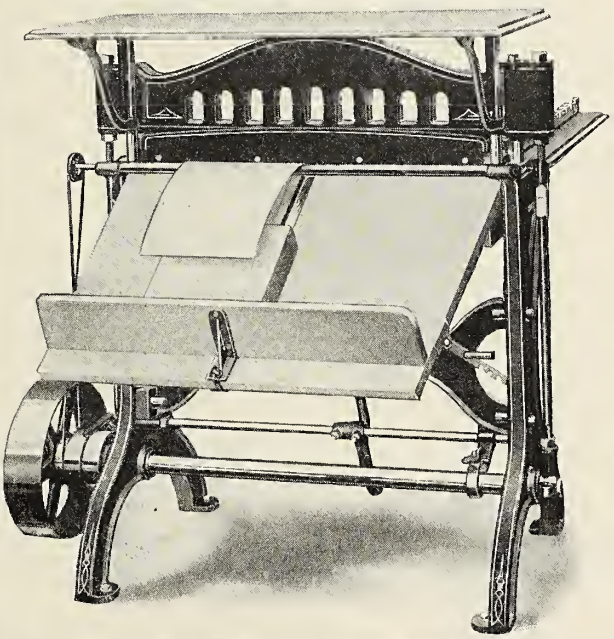
to the

Wanaque River Paper Co.

290 Broadway New York City

TATUM PIN-HOLE PERFORATOR

Can be furnished with **Top Feed Table, Adjustable Feed Gauge** and **Automatic Sheet Delivery** with inclinable rear table.



The Tatum 28-inch Perforator—belt or electric drive.

We manufacture twenty styles of PAPER PUNCHES.

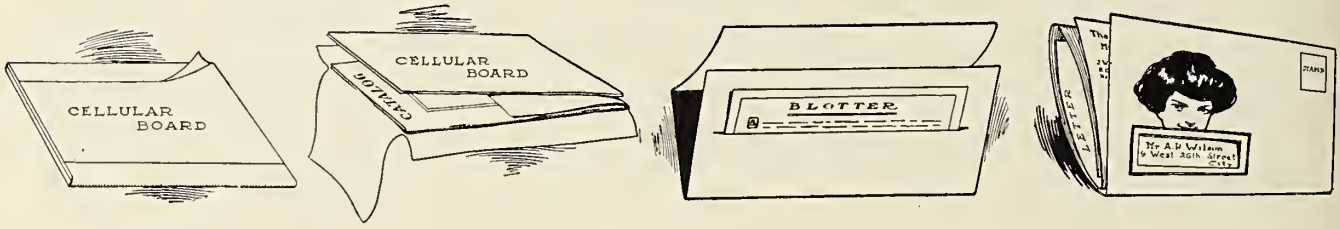
Send for our Catalogue

THE SAM'L C. TATUM CO.

Manufacturers of Paper Punches and Perforators

Main Office and Factory . . . . . 3320 Colerain Avenue, CINCINNATI, OHIO
NEW YORK OFFICE, 199 Fulton Street

Buckeye



THE ABOVE illustrations are reproduced from a book of "Buckeye Suggestions," which we recently mailed to a list of twelve thousand rated business houses, and to several hundred progressive printers who answered our March advertisement.

The book has proven so popular that the edition is now exhausted, but we have furnished a complete set of printed dummies to each of our jobbers, who will gladly furnish full information to any printer who is sufficiently interested to ask for it.

The novelty and practicability of these "Buckeye Suggestions," combined with the quality and adaptability of Buckeye Cover, constitute a unique opportunity for the development of your business—and the increase of your profits—along **strictly non-competitive** lines.

Write direct to the mill if no jobber is near you.

Buckeye Colors

White
Azure
Brown
Buff
Black
French Grey
Light Grey
Dark Grey
Dark Green
India
Lavender
Nile Green
Shell Pink
Primrose
Scarlet

Buckeye Finishes

Antique Smooth Crash

Buckeye Weights

Light
20x25—50
22x28½—60

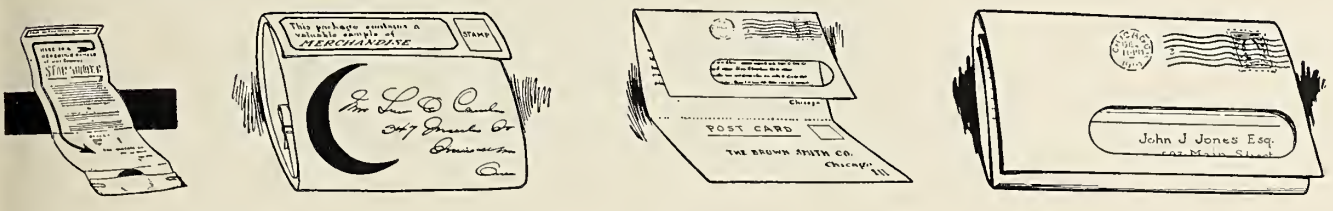
Medium
20x25—65
22x28½—80

Heavy
20x25—80
22x28½—100



THE BECKETT
MAKERS OF GOOD PAPER

Covers



Buckeye Jobbers

BUFFALO, N. Y.	The Alling & Cory Co.
CHATTANOOGA, TENN.	Archer Paper Co.
CHICAGO, ILL.	James White Paper Co.
CINCINNATI, OHIO.	The Chatfield & Woods Co. The Diem & Wing Paper Co. The Whitaker Paper Co. The Cincinnati Cordage & Paper Co.
CLEVELAND, OHIO.	The Union Paper & Twine Co.
COLUMBUS, OHIO.	The Central Ohio Paper Co.
DAYTON, OHIO.	The Keogh & Rike Paper Co.
DETROIT, MICH.	The Union Paper & Twine Co.
DES MOINES, IOWA.	The Carpenter Paper Co.
DENVER, COLO.	The Peters Paper Co.
INDIANAPOLIS, IND.	C. P. Lesh Paper Co. Indiana Paper Co.
KANSAS CITY, MO.	Graham Paper Co.
LOS ANGELES, CAL.	Zellerbach Paper Co.
MIDDLETOWN, OHIO.	The Sabin Robbins Paper Co.
MINNEAPOLIS, MINN.	McClellan Paper Co.
NASHVILLE, TENN.	The Whitaker Paper Co. Graham Paper Co.
NEW ORLEANS, LA.	E. C. Palmer & Co.
NEW YORK, N. Y.	Henry Lindenmeyr & Sons.
OAKLAND, CAL.	Zellerbach Paper Co.
PHILADELPHIA, PA.	Garret Buchanan Co.
PITTSBURG, PA.	The Alling & Cory Co. The Chatfield & Woods Co.
RICHMOND, VA.	The Richmond Paper Co.
ROCHESTER, N. Y.	The Alling & Cory Co.
SAN FRANCISCO, CAL.	Zellerbach Paper Co.
ST. LOUIS, MO.	Graham Paper Co.
ST. PAUL, MINN.	Wright, Barrett & Stilwell Co.
FOREIGN SELLING AGENTS.	Henry Lindenmeyr & Sons, London, England.

YOU are losing money and business every day that you continue to disregard the proven facts about **Buckeye Cover.** You are paying too much for a specified effect; giving too little for a specified price; losing the order where the use of **Buckeye Cover** would often enable you to trim your estimate and increase your profit at the same time.

Buckeye Cover appears among the cheap covers in all published price lists; but in sample-books it keeps different company. It is part of the recognized aristocracy of coverdom. The difference between its quality and its price is the measure of *your advantage* over the printer who does not use **Buckeye.**

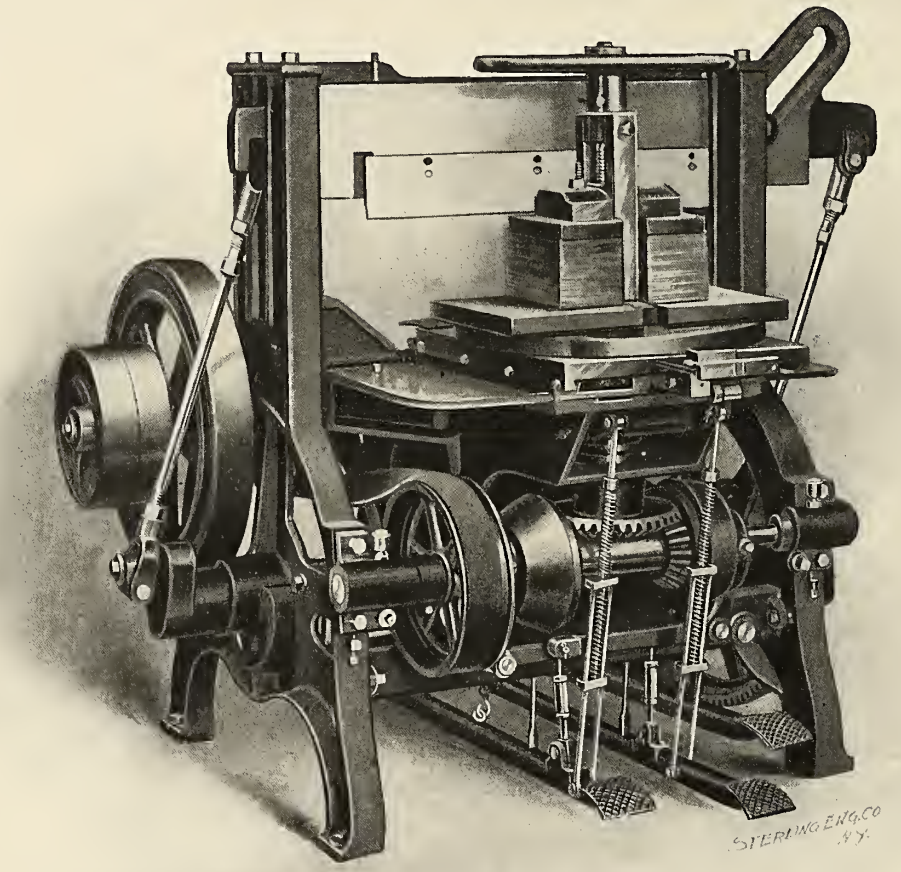
A thorough familiarity with the Buckeye line—and with the *printing possibilities* of the various colors and surfaces—is a valuable asset to any printer. It is the testimony of many prominent printers and advertising men that **Buckeye** is not only the biggest cover-value obtainable, but is also *better for more purposes* than any other cover-stock on the market, regardless of price.

Get sample-book and sample sheets of nearest jobber—or write direct to the mill.

PAPER COMPANY
IN HAMILTON, O., Since 1848



SHERIDAN'S POWER CLAMP BOOK TRIMMER



Write for Particulars, Prices and Terms

T. W. & C. B. SHERIDAN CO.

Manufacturers of Paper Cutters, Book Trimmers, Die Presses, Embossers, Smashers, Inkers, and a Complete Line of Printers' and Bookbinders' Machinery

NEW YORK . . . . . 56 Duane Street
CHICAGO . . . . . 149 Franklin Street
LONDON . . . . . 65-69 Mount Pleasant

Selling Agents for Martini and National Book-sewing Machines
Parkside Casing-in Machine

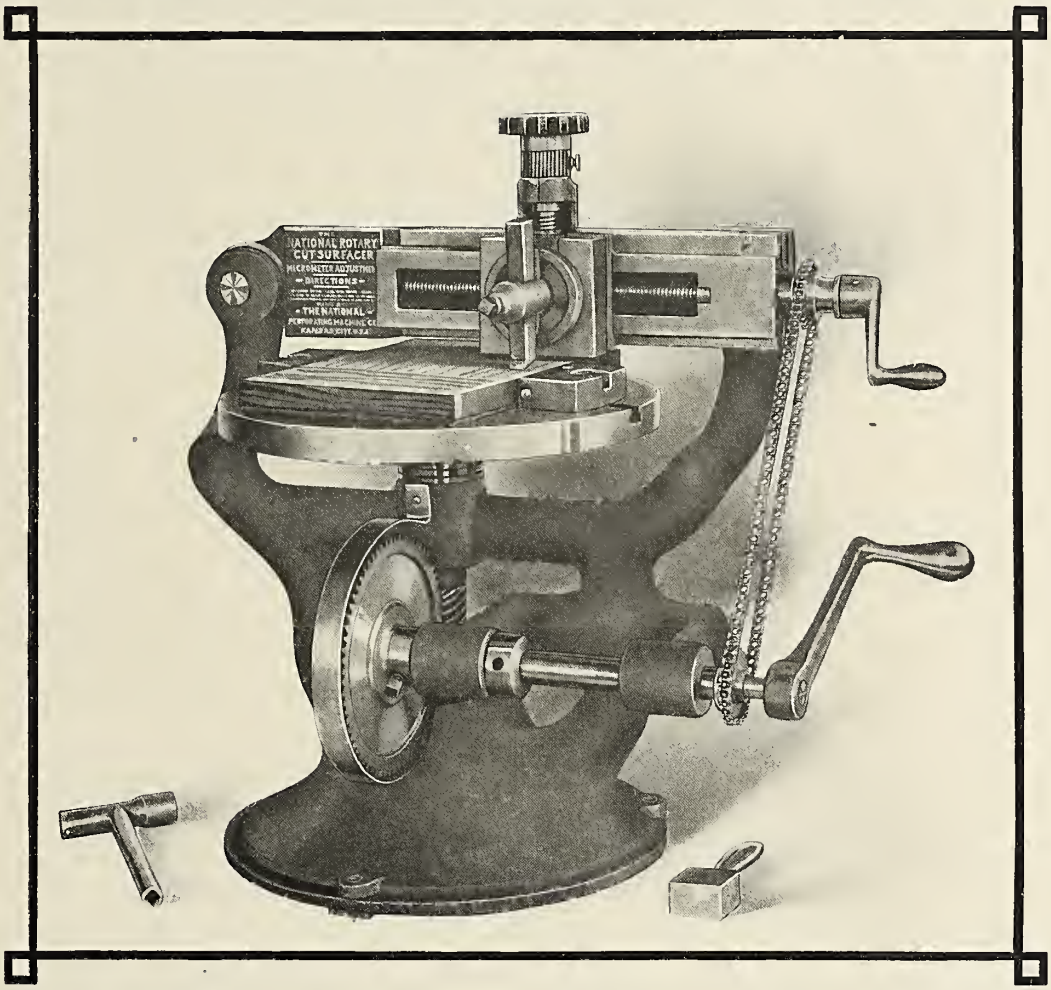
Write for Circulars and Descriptive Matter

Here It Is!

You've been waiting for it!

IT'S THE

National Rotary Cut-Surfacer



Just place the half-tone on the plate, tighten the clamps, set the tool according to gauge adjustment, turn the lower handle and the tool moves automatically across the base of the revolving cut, producing a smooth, true surface.

Upper sprocket disengages automatically, allowing return of tool to starting point by turning small handle.

SIMPLE, ISN'T IT?

Takes any size cut up to 10 inches square, or to 14 inches diagonal measurement.

Micrometer adjustment of cutting tool to the 1/1000 part of an inch.

Machine easy to operate, as revolving plate is ball-bearing.

Weight, 110 pounds, insuring solidity.

Price, only **$52.50** f. o. b. Factory.

MADE AND SOLD BY THE

NATIONAL PERFORATING MACHINE COMPANY

Manufacturers of Printers' Machinery

2201 CAMPBELL STREET, KANSAS CITY, MO.

F O R S A L E B Y A L L D E A L E R S

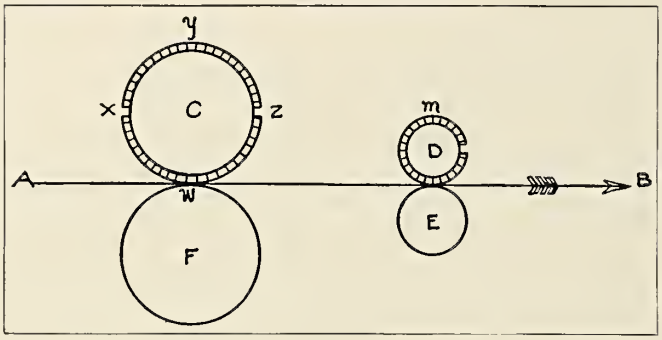
AN INVENTION THAT

Doubles the Product

OF NEWSPAPER ROTARY PRESSES, PLATE FOR PLATE

The Duplex Tubular-Plate Machine

The Principle Explained



It Is Exceedingly Simple

Let C represent the ordinary plate cylinder, about fifteen inches in diameter, in a rotary newspaper press, and F the impression cylinder co-acting therewith, and D, E, the corresponding plate and impression cylinders in the Duplex Tubular Plate Press, each being one-half the diameter of C and F. Let A-B represent a web of paper being printed upon, moving in the direction indicated by the arrow. Let x y z and x w z represent the two semi-cylindrical plates attached to the cylinder C, and m the tubular plate, of same superficial area as that of each of the semi-cylindrical plates, attached to the Cylinder D. It is evident that when the Cylinder C has revolved once the **two** plates upon it will have printed two pages, but in the same time the Cylinder D will have revolved twice and the **one** plate upon it will have printed two pages; that is, the one tubular plate, **revolving at the same peripheral speed,** will have produced **just double the work** of each of the semi-cylindrical plates.

This relation will be the same in any press carrying any number of plates. Each **tubular** plate is **printing all the time;** each **semi-cylindrical** plate is printing **only half the time** and, therefore, **doing only half the work.** It will thus be seen that the substitution of tubular or cylindrical plates for semi-cylindrical plates will **double the efficiency of the hundreds of thousands of newspaper stereotype plates in daily use throughout the world.**

Still further: Because of its form, the tubular plate may be made at least 25 per cent thinner than the semi-cylindrical plate and, therefore, it **much more than doubles the efficiency of every pound of stereotype metal** used in the newspaper offices of the world, or, in other words, **much less than one-half** of the amount now used will be necessary.

The Tubular-Plate Press is no untried experiment — is no enthusiast's impracticable dream. It is not a remote possibility. It is already here, and it is here to stay. It has been patented in all the principal countries of the world. The first one was put into operation in the pressroom of the Kalamazoo Evening Press in Kalamazoo, Mich., February 9, 1909, and has printed every issue of that paper from that date until now. Nearly twenty are now in daily use. The demand for it is already overtaxing the capacity of our large works and promises soon to be far beyond it.

Like all great inventions, that of the Tubular-Plate is in the direction of simplicity. The Tubular-Plate Press is **far more simple than its predecessors, less severe on the web, less liable to disorders and delays** and **much more cheaply operated.** It is **straight run throughout, tapeless, requires no half-speed mechanism** for any number of pages, **no collecting, no associating, delivers all products with book fold** and **at the same rate of speed,** will print with **equal facility any even number of pages** up to the full capacity of the machine. The plate cylinders, being comparatively small, are cast solid, and the impression cylinders nearly so, thus **insuring great rigidity.** As is well known, the smaller the cylinder the **sharper the impression** and the **better the print.** The plates for this press may be as **quickly made** as for any other press, and as **quickly put upon the cylinder,** and because of their form and comparative lightness, **are much more easily handled.**

If interested, investigate the press in operation. **It tells its own story.**

WRITE FOR ILLUSTRATIONS OF THE COMPLETE MACHINE

The Duplex Printing Press Co. Battle Creek, Michigan U. S. A.

LONDON ADDRESS: Linotype and Machinery Limited, 188 Fleet Street, E. C.



Do you use these books? If you don't, why don't you?

Don't you know that trade advertising is as valuable to you as your Trade Magazines? That the men back of the plants who supply you may be equally up-to-date and progressive as the men who conduct and write for the Trade Journals and, consequently, what these men may show in their advertising literature is worth more than a glance in many instances?

The Woronoco Books represent a mill that is progressive, no more than many others, very likely, but the books are more than ordinary books and valuable to the printer; the printer who does good work. It surely will pay such a printer to look through these books again and to place them where he can easily show them to a customer when he wants them to use good printing, and that should be most of the time.

WORONOCO PAPER COMPANY
WORONOCO, MASS., U. S. A.

COTTRELL SHEET FEED ROTARY

THE WAY OUT!

You need more speed in the pressroom.

Not just a little more, but a LOT more.

You have been trying to add a hundred or two per hour to your average product, when you actually need double your present speed.

And you need it badly!

The size of editions has increased until it is becoming difficult to meet the customer's demands as to time of delivery.

With the increase in editions has come a decrease in working hours.

The shortening of the work-day has not brought a sufficient increase in prices.

Competition is keen on the big runs, and we know that these considerations form what seems to you an insurmountable difficulty.

BUT THERE IS A WAY OUT!

The new COTTRELL SHEET FEED ROTARY does perfect printing at 3,000 impressions per hour.

It is doing it now, every day, and a goodly number of them.

If in doubt, come to New York and see for yourself ten of them in one plant.

Just figure out what a speed like this would mean in your pressroom on your long runs.

It is entirely practicable, because we have built rotary presses for high-grade printing for over twenty years

And we know how!

We are not offering you a lead pencil sketch and a bunch of rosy promises, but we are actually "delivering the goods" NOW.

The short work-day, the large editions, the keen competition—all these difficulties are met by the COTTRELL SHEET FEED ROTARY, well called the *"Twentieth Century Limited of the Pressroom."*

Want to know more?

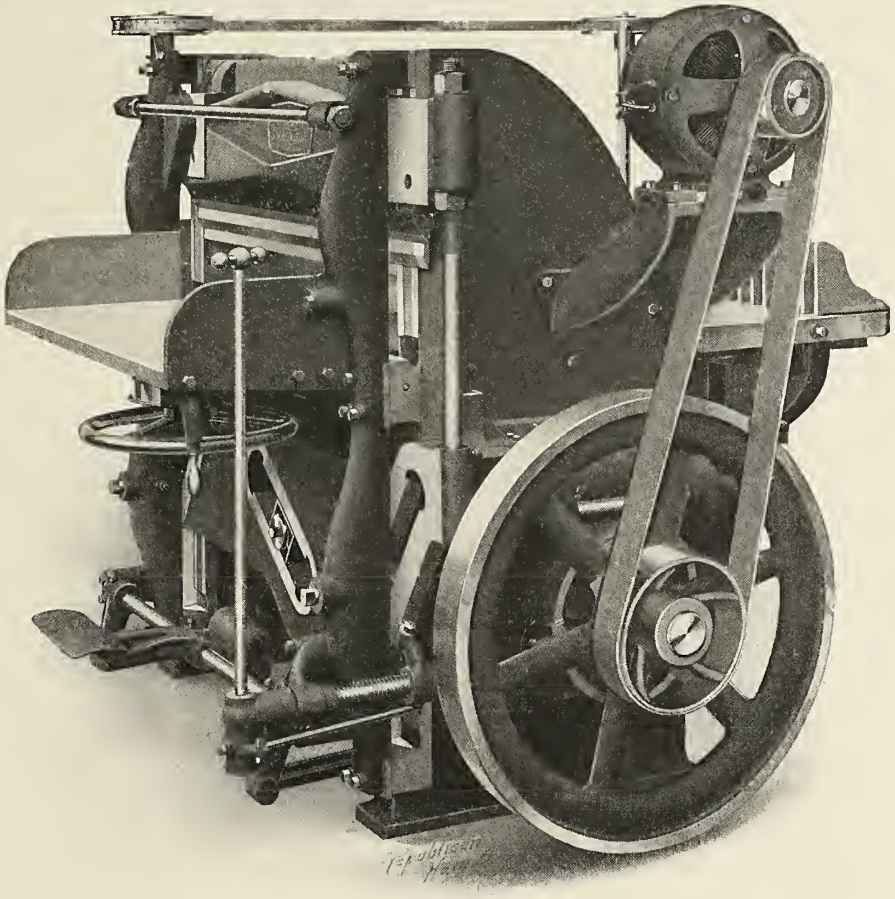
C. B. COTTRELL & SONS CO.

25 MADISON SQUARE NORTH
NEW YORK

Works:
WESTERLY, R. I.

279 DEARBORN ST.
CHICAGO

THE SEYBOLD TWENTIETH CENTURY
AUTOMATIC CUTTING MACHINE



Protected by Seybold Patents.

(Can be furnished with or without Motor Drive)

It has the *Seybold Patented Safety Device* which *positively* locks the knife-bar at its highest point, so that it is impossible for the knife to descend except when the clutch is thrown in. No such device can be found on cutting machines of other makes.

ADVERTISING CLAIMS are well enough in their way, but *Making Good* is quite another matter. If you should want *Proof* that the *Seybold Twentieth Century Cutter* has *Made Good,* ask for our booklet *"Testimony."* It relates some interesting experiences.

THE SEYBOLD MACHINE CO.

Makers of Highest Grade Machinery for Bookbinders, Printers, Lithographers, Paper Mills, Paper Houses, Paper-Box Makers, etc.

Embracing—Cutting Machines, in a great variety of styles and sizes, Book Trimmers, Die-Cutting Presses, Rotary Board Cutters, Table Shears, Corner Cutters, Knife Grinders, Book Compressors, Book Smashers, Standing Presses, Backing Machines, Bench Stampers; a complete line of Embossing Machines equipped with and without mechanical Inking and Feeding devices.

Home Office and Factory, DAYTON, OHIO, U.S.A.

BRANCHES: New York, 70 Duane Street; Chicago, 310 Dearborn Street; San Francisco, 1876 Mission Street.
AGENCIES: J. H. Schroeter & Bro., Atlanta, Ga.; J. L. Morrison Co., Toronto, Ont.; Toronto Type Foundry Co., Ltd., Winnipeg, Man.

West Virginia Pulp & Paper Company

(Incorporated)

General Offices: 200 Fifth Avenue, New York

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A. H. McQUILKIN

Designed and lettered by
F. J. TREZISE,
Instructor Inland Printer Technical School and
I. T. U. Course in Printing.

Printed by
The Henry O. Shepard Company,
Printers and Binders,
130 Sherman street, Chicago.

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The Inland Printer

Entered as second-class matter, June 25, 1885, at the Postoffice at Chicago, Illinois, under act of March 3, 1879.

THE LEADING TRADE JOURNAL OF THE WORLD IN THE PRINTING AND ALLIED INDUSTRIES.

VOL. XLV. No. 2. **MAY, 1910.** TERMS { $3.00 per year, in advance. Foreign, $3.85 per year. Canada, $3.60 per year.

"OLD BILL" TAKES A SHOT AT THE FRONT OFFICE.

BY A. J. CLARK.

RAFFERTY, the solicitor, has for a long time now been a stranger to his old haunts. He has lost the care-free, jaunty air, and is like a hot-tamale peddler, always on the hike for more business. The fat, happy physiognomy that has endeared Rafferty to so many people, the kindly smile and the ready jest, are of the past, and he is rapidly getting the hooked face and the snarly manner of the hunter after sudden wealth.

Heeding not the counsel of Old Bill and Sykes, he has madly plunged into the vortex of business on his own hook, and is engulfed in the cares and responsibilities of a dinky print-shop. He is not the Rafferty of old.

Rafferty hasn't had time to explain the *modus operandi* whereby he buys a $7,000 print-shop with $300 worth of debts (Rafferty's debts), and it is probable that to-night he is trying to negotiate a loan from a man he has held up, and who heaves a sigh of relief and escapes when Rafferty, spying Old Bill, hails him with a weak attempt at jocularity:

"Hello, Bill! le's have a little drink; where you hikin' off to? Come up and see my new shop; cylinder press won't work; like to have you look at it, you poor downtrodden old stiff! Why don't you talk?"

"How in ——," said Old Bill, "can anybody talk, when you have the floor, and you always have it; an' let me tell you, little one, when you have had your shop long enough to know for sure that a print-shop ain't considered a get-rich-quick scheme by the postoffice authorities, your conversation won't ring with so much laughter and song. Now, let's get the drink; I'll tolerate you that far, and then I got to hike. I'm holdin' a session with the old man to-night. He wants to know why presswork is costin' him 44 cents a thousand, and we're goin' to figure some. He springs this on me to-night," and here Bill displayed the tabulated form shown on the next page. "Yes, sure enough, he springs that (me not knowin' that he's savin' them things), and he says—same as if he was captain of a ship, and he had said his prayers, and the ship was going down—'Bill,' he says, 'this thing looks bad; looks to me,' he says, 'like somebody was layin' down, or that they's somethin' the matter with our system. Look the dope-sheet over,' he says, 'and you'll find that in 1907, with just a few dinky presses and less facilities all around, we produced impressions for 37 cents a thousand, and it has gradually increased until now, with as good a print-shop as they is anywheres, it's costin' us 44 cents a thousand.'

"And then I swells up and fixes my face to tell him to go to —— and get some good man to run his joint, when it strikes me sudden that I'm gettin' too old to be foolish any more. Here, in a minute, I'm going to lose him a good man, me a good job; so, I meditates a lot before I open my yap, and then I answers as calm and peaceful as himself, 'Maby you're right; maby we're all layin' down and gettin' the easy habit. Maby it would be a good thing if you sprung that dope-sheet on us frequent; we're apt to go along, if there is no force behind, with the idea that we're doin' powerful good, when, in fact, there has to be a continued

YEARLY PRESS RECORD.

Year.	Weeks.	Number of Impressions.	Daily Average per Press.	Pay Roll.	Cost per M.
1907.....	34	7,959,401	6,502	$2,989.63	$0.37
1908.....	52	11,859,877	5,912	4,768.60	.40
1909.....	52	12,848,889	5,772	5,572.45	.44

It will be noted that the daily press average has steadily reduced and the cost per thousand increased.

The year 1907 shows the smallest cost per thousand.

The pony has been added since then, but the cost per thousand has steadily increased.

EMBOSSING AND DIE-STAMPING RECORD.

Year.	Weeks.	Imp. Dies.	Imp. Plates.	Total Labor Cost.	Cost per M.
1907.....	31	378,451	69,675	$1,004.25	$2.20
1908.....	52	553,633	92,012	1,390.45	2.16
1909.....	52	672,182	119,481	1,821.47	2.30

The volume of 1909 is much heavier than other years, due to the fact that nearly $3,000 was done outside of the department. The department received credit for all this work, and yet, the cost per thousand impressions has materially increased.

If this department had not received the credit for work done on the outside, the cost per thousand would have been in the neighborhood of $2.60 per thousand.

YEARLY COMPOSITION RECORD.

Year.	Cost Composition per Hour	Per Cent Dis.	Composing Room Salary.	Total Bus. Printing Department.	Per Cent Total Bus. Comp.
1907.....	$0.82	23⅔	$13,918.15	$84,227.46	.16½
1908.....	.74	23 7-9	12,595.38	78,757.78	.16
1909.....	.80	23 1-6	14,103.75	82,657.37	.17 1-16

The cost per hour in this department has increased, but the pay-roll for 1907, for $84,227.46 of business, was $13,918.15.

The pay-roll for 1909, for $82,657.37, was $14,103.75, or we did $1,570.09 more business in 1907 than in 1909, and the pay-roll in the composing-room was $185.60 less for 1907.

1908 was the best year in this department.

ENGRAVING-DEPARTMENT RECORD.

Year.	Amount of Business.	Salary.	Per Cent for Labor.
1907.....	$5,798.85	$3,087.05	51 19-30
1908.....	8,670.84	2,956.43	34 1-10
1909.....	5,024.11	2,543.80	56 6-10

There is little to say about this department. The figures tell the tale.

The reason for this condition in this department is due strictly to the labor end.

SALESMEN'S AND COLLECTORS' RECORD.

Collections call for one-half of business.

Year.	No. of Weeks.	Total Sales.	Total Collections.	Expense.	Salary.	Per Cent Bus.
			RAFFERTY.			
1907..	34	$13,140.60	$17,876.43	$171.90	$1,190.00	6½
1908..	52	36,211.94	19,892.51	267.00	1,890.00	4½
1909..	45	35,921.40	16,399.36	225.00	1,575.00	3½
			COHEN.			
1909..	52	$11,442.92	$14,298.25	.....	$1,590.00	8½
			KELLY.			
1909..	38	$534.95	$7,755.46	.....	$507.30	11 1-20

Business is reckoned on full amount of business and one-half collections. It is estimated that it takes one-half as much time to make collections as it does to procure business.

push behind or we go back instead of advancing, as we ought.' And there's another thing I tells him: 'The fact that you have more presses and better facilities is no reason why your output should cost you less, because the few machines, pushed to their limit, are bound to get out more work at less cost



"'Look the dope-sheet over,' he says."

than a larger plant that has idle machines some of the time and a bunch of help that needn't strain to get the work out.' Anyhow, I breaks forth into oratory like that, and then the storm abates and the ship is safe again. The old man feeds me a good cigar, and we agree to look seriously into



"The storm abates and the ship is safe again."

the matter; so to-night I'm goin' to have a brainstorm and find if they's any flaw in me escutcheon, as the poet says."

Here Rafferty handed back the report, with the remark that the old man was nutty about system. "He's got almost as many mutts in the front office making them dope-sheets as he has in the shop makin' printin,' and I don't know for why; all the time he's nosing around into everything, and when he sees everybody on the hike all the time,

that ought to be assurance enough that there's something doing in his shop. Me, I got enough system when I was working for him. Every mornin' I got a dope-sheet showing what per cent my soliciting was costing him, except when I had a special good day, and then sometimes it missed an issue, and I bet you I ain't going to have no system in my shop; every one there is going to spend every minute grinding out art-printing, and it's going to be 'pot-boiler art,' too, because there's no money in the stuff with deckled edges and ten colors. All I want is a peach, with fluffy hair and big eyes, to take in work and make out bills, while I chase after business and watch the joint."



"A peach with big eyes and fluffy hair, to take in work."

"You take it from me, son," said Bill, "that if you try to run without some old man's system, that you won't never have no spendin' money; and you get over the notion that you want an angel in the front office to take in work. *Don't do it!* A printin'-office ain't like a church fair, or a candy-shop. You ought to stay in the front office yourself, or, if you can't, get some one with equal brains.

"There's two places in a print-shop where the best man in the house ought to be all of the time. One is the front office, and the other where the printin' is wrapped up; and, if he could make it, he ought to put in the balance of his time on the cuttin' machine, because there's a lot of grief born at the cutter."

"I've got a boy cutting stock for me," says Rafferty, "and he seems to be doing all right. It isn't much of a trick to cut stock."

"A cutter," said Bill, "can easily lose you twice his salary every day, and you wouldn't know it. He'll get eight out of a sheet that ought to cut twelve; he'll cut stock crooked and make agony in the bindery and pressroom; he'll spoil booklets, with bum margins, and, if you don't look out, turn the bulk of your stock into scrap. But, I started out to show you where your wise guy ought to be: *in the office!* I said a lot of grief was born at the cutter, but the agony that has its inception in the front office runs first.

"It often happens that a print-shop proprietor with honorable years behind him, and wise so you can notice it, don't know that a job is half done when it is properly taken in, and the ticket and copy properly made out. He hoodoos his shop with some rabbit-headed sissy in the face of his

joint, who takes in an order and marks the ticket, 'five hundred like copy,' and loses the copy, or goes through the samples and shows a customer a letter-head printed on stock that is obsolete, asks him if it is what he wants, and marks the ticket, 'One thousand like copy enclosed.'

"After the stockman has hunted the town over to match the stock, delayed the job and sent a messenger to the customer, it is found that any old stock would do as well, and the shop loses in time and money and, probably, loses the customer as well.

"Hang up a sign and make rules a mile long, and you can't teach a mug that ain't born to the business how to take in printin'. We tried it, a long time ago, when we were green and thought that fluffy hair and big eyes made a good equipment for the front office. We drew up a sheet that we thought would put a kibosh on mistakes, for the guidance of the jays in the front office. It asked them to always find out if a letter-head is to be ruled or not, padded or not, corner-card or set across, any choice of paper or type, or ink; it called attention to the fact that cards might be round-cornered or square, printed both sides, and numbered. It told them it was bum judgment to try to print a half-tone on linen-finished board, or to offer to set a forty-word business card in thirty-line script; and then they would send down orders that would drive the seventh son of a prophet to drink. They'll order three thousand receipts in triplicate, when they only want one thousand of each. They'll sell paper that can't be found outside of a museum, and know to a hair a customer's clothes and the color of his eyes, but neglect to get his telephone number, spell his name wrong and have to send a messenger to find how many he wants.

"A good man in the front office has his eye skinned all the time, not alone to please the customer, but to profit the shop as well, and there are sundry and diverse ways to do it that the correspondent schools haven't got wise to yet.

"The wise guy knows the stock like he knows how much money he's got, and, if there is a bunch of good scrap, he figures to use it up. He don't figure a 24 by 36 job to cut out of 30 by 44 stock, and he fixes it so a crazy ruler won't leave three inches of waste on the bottom of a ruled job and have the pressman gasping for gripper hold on the top.

"In dealing with a customer there are many ways to save shop expense and still please him: sell him a standard stock, get his taste, if he has any, in type-arrangement, so the first proof will satisfy him. If he don't care what color of ink his job is printed in mark the ticket 'any color' and save a wash-up. This is a 'prime requisite,' as the feller said, because it's a rotten business to wash up a pretty blue ink and put black on a job that would look better in blue, just because somebody, sometime, run a wedding announcement in copying-ink, and the office has ruled that all jobs are to be run in black, unless some color is specified.

"If the customer isn't in a hurry get all the time you can, so the job won't interfere with others that are in a rush, and, finally, make the job-ticket plain, so there won't be any question about it while it goes through the shop. A dub can't do this, because every second customer has to be shown what he needs in printing; suggestions must be made to him to safeguard his interests as well as those of the shop. They's more things I could tell you, Rafferty, along these lines, but that ought to hold you for a while."

"I guess that will do for to-night," said Rafferty, "but there's one thing more eatin' on me. What ought to be done when you've promised a job for to-night and it ain't done, and you see the mug coming down the street?"

"Duck!" said Bill. "He probably don't need it until to-morrow, anyhow."



A PRINTER'S HOME.

Residence of W. W. Davey, journeyman printer, 3356 Kenwood avenue, Indianapolis, Indiana.

Written for The Inland Printer.

LANGUAGE WHIMS AND FALLACIES.

NO. V.— BY F. HORACE TEALL.

IN the earliest stage of growth of what soon became essentially, or at least potentially, the English language of today, began a process of word-making that has continued, and that must continue forever. It is that of uniting two native words to make another word, the new one combining the senses of those put together in its making, but in such a way as to produce a meaning that makes them simply parts of a unified expression. This is, of course, the making of compound words. The process is not peculiar to any language, but is universal, and is based on a universal principle, which principle might well be recognized and applied by all English-speaking people, as it is, practically, by the French and the Germans. It may be well to say here, however, that, much as the writer believes in and advocates the simple process thus indicated, it can not be practically adopted without limitation. What is most desirable is to secure universal agreement that a certain form is the one that is right for certain words, so that, when once learned, a man will not find other men insisting on the use of other forms. But this anticipates much that will be better appreciated after a slight historical introduction.

Our Anglo-Saxon forefathers indulged almost unlimitedly the association of words in pairs in a manner that was not grammatically natural, because it eliminated the regular signs by which to show relationship as it would appear in full expression. Although they were not grammarians, they unconsciously awarded to this grammatical demand full recognition by writing such pairs as single words. Thus, in the very start of English writing, a tree that bears apples was an appletree, not an apple tree; and ever since, and now, among careful people the name is one word, not two, except that since the use of hyphens began the best form is apple-tree. And the same reason that supports the joining in this case, no matter what form it takes — it would probably be differently worded by different persons — is equally good in every case exactly similar.

The freedom with which this joining of two words into one was done, and even more the common recognition that such association of words made them one — coupled with the fact that people afterward became careless, and some even went so far astray as to assert that in such a case



OUR PATIENT FRIENDS.
Photograph by J. St. C. McQuilkin.

the first of the two nouns is an adjective — led to some erroneous assertions by persons who should have known better. One of these may be quoted from George Perkins Marsh, a diplomat who became famous also as a philologist, and who lived from 1801 to 1882. In "Lectures on the English Language," he said, "Our present power of derivation and composition is much restricted." And in another place he wrote: "The power of derivation and composition was eminently characteristic of our maternal Anglo-Saxon, but was much diminished upon the introduction of the Norman French, or, to speak more justly, the Latin element, which refused to accommodate itself to this organic faculty of the Saxon tongue."

Various grammarians have repeated these assertions since they were made, in 1859, and it is not sure that their expression originated then. Some other writer or writers may have said the same things earlier. However that may be, it is astonishing that so many erudite grammarians and philologists should fail to recognize the fallacy of the statements, for the most cursory examination of literature could not fail to disclose, to any one with his eyes open to recognize what is actually there, the fact that the power mentioned is, and has been always, practically the same. Many of the Anglo-Saxon compounds have been lost — supplanted by other words from other sources — but English words of the present day are arbitrarily associated with the same freedom that was current in the early time. It is not the power that is restricted, but the consensus of opinion and practice in recognizing the compound nature of the terms so made.

A few of the Anglo-Saxon compounds mentioned by Mr. Marsh, and whose loss is deplored by him, are wanhope (literally loss of hope, now expressed by despair), wantrust (literally loss of trust, now expressed by distrust), fordo (to undo, destroy, etc.). He lauds the old words as much more beautiful than the newer ones, and says the writer who will restore them will confer a great benefit, particularly "upon our poetical dialect." But nothing more has been done in this way since he said it than what had been done before. Both then and now, and always, some writers do use some of the old words on occasion, especially when writing about the time when those words were really current. In this way a few words that have been long considered dead have been revived, but such revivals are comparatively rare. This seems to furnish a good ground for the present writer's conviction that the English-speaking people as a whole are averse to such procedure, and that Mr. Marsh's desideratum is whimsical, if not fallacious. And this conviction is accompanied by another — that most people are unable to find any more beauty in one word than in another when the two are perfectly synonymous, and are perfectly content with the use of the one that has supplanted the other — when one has once been discarded — without a trace of hesitation or doubt. In such a case the word that comes from one source is no worse and no better than one from another source, so long as one is actually in common use and the other is not.

In Anglo-Saxon, as has been said, appletree was one word, and the principle on which its unification was based was very commonly recognized, probably automatically, by giving similar form to almost all other words just like it. What we call remorse was then ayenbite (it would be now againbite, and is analogous to our backbite); a carpenter was a treewright (tree was used to mean wood); a disciple was a learning-knight; conscience was inwit. These compounds and thousands more were made just as others are to-day and have always been made; and, of course, there was and is reason for the compound form as much in one as in any other strictly analogous case. The principle is everlasting — not subject to change; where it is not shown in practice it is simply ignored, and those who ignore it are not as reasonable as those who recognize it. The lack of power of composition, as compared with the Anglo-Saxon power, is present only seemingly. Words are put together more or less arbitrarily now with the same freedom, if not with more, that was exercised by the Anglo-Saxons.

In one of our dictionaries we find angel fish and devilfish, lace making and ropemaking, and many other differences in form where any reason cogent in one case must be equally so in the other. This probably arises from a supposition by the editor that he was recording actual usage. We believe it could be proved that such variations are not established in usage, and that, even if they were, this would be a proper field in which to undo the establishment and institute a reform.

Written for THE INLAND PRINTER.

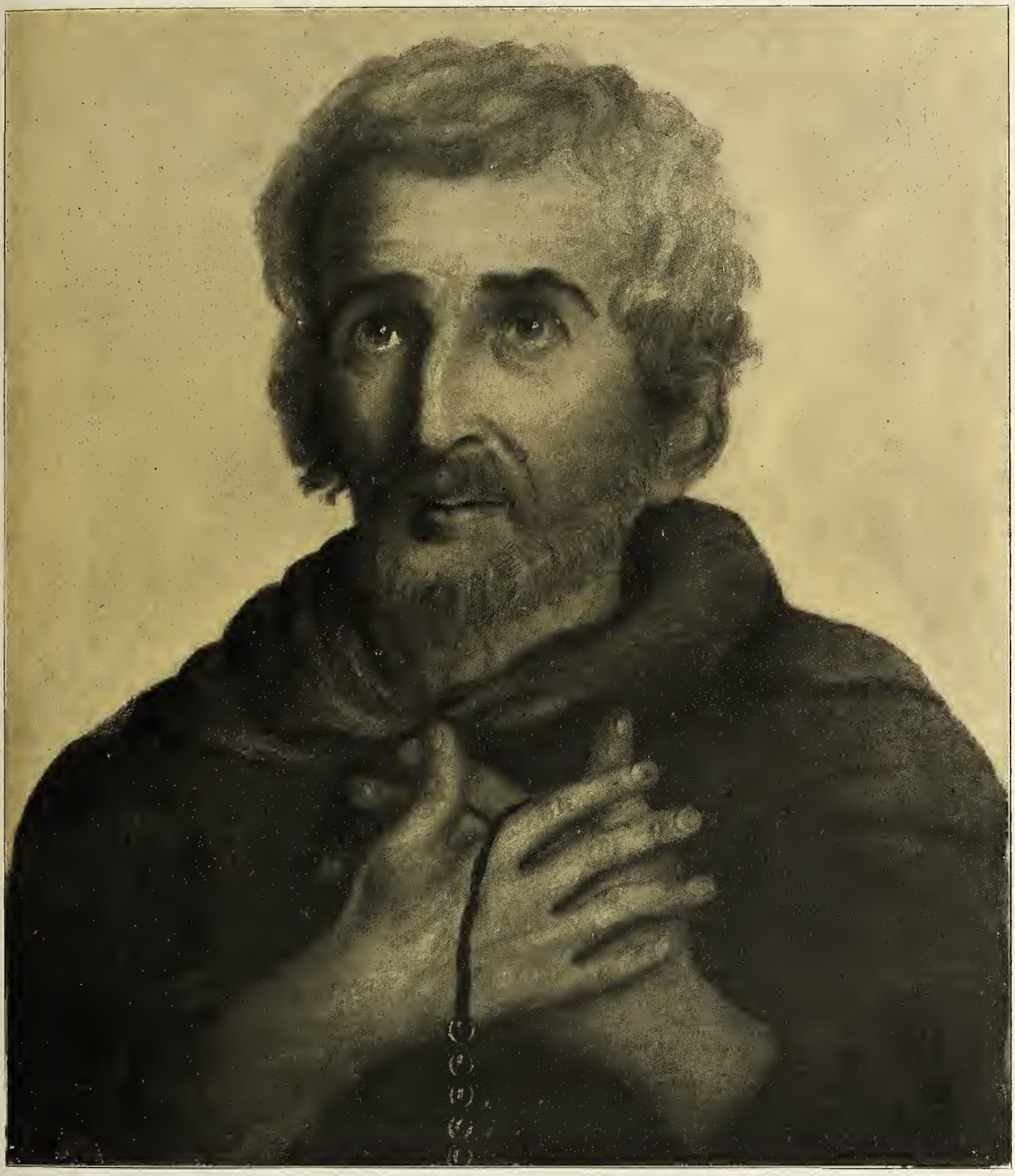
A LITTLE SHOP.

BY ERNEST HESSE.

Let but a little shop be mine —
A little shop where I can hear
One motor hum and see the shine
Of brand-new types, and watch my sign
Swing in the atmosphere.

Let but a little shop be mine —
A shop with inks as black as jet,
Inks yellow as the moonbeam's shine,
Inks greener than a creeping vine,
Inks whiter than Jeanette.

Let but a little shop be mine —
The firelight dancing o'er the floor;
My types, my press, my creaking sign,
A little booklet to design,
And I'll not ask for more.



"AVE MARIA."

French devotee at the shrine of Thomas à Becket.
Half-tone from crayon drawing by E. St. C. M., 1869.

Written for THE INLAND PRINTER.

HARMONY OF COLORS.

BY J. F. EARHART.

IN speaking of harmony of colors, it may be well for us to first get together upon the meaning of the word harmony. The Standard dictionary defines it thus: "Harmony — in art, a normal state of completeness and order in the relations of things to each other; an essential in form as an element of beauty; as the harmonies of nature; the harmony of a plan well thought out; the harmony of a ship's lines."

Webster says: "Harmony — the just adaptation of parts to each other, in any system of combination of things, or in things intended to form a connected whole; such an agreement between the different parts of a design or composition as to produce unity of effect; as the harmony of the universe."

A combination of colors may be agreeable or disagreeable to the refined eye. If the latter, then it is because of the physically hurtful effect upon the sensitive nerves in the retina of the eye; just as the trained ear is hurt by a harsh discord of sounds. There are some who can not see any difference between an agreeable and a disagreeable combination of colors. There are many who know nothing at all about the laws of color, yet whose eyes are so sensitive to light vibrations that they can readily distinguish between that which is agreeable and that which is hurtful to the eye, and they are thus enabled to quickly select combinations which are harmonious and to reject those which are not. This is especially true of many women in the matter of dress — their judgment being often without error. This is also true of some artists who have permitted feeling to dominate in their work, instead of arbitrarily forcing it to be merely a help to knowledge.

A harmony of color, then, is a combination of colors which produces a sensation of pleasure in the mind, through an agreeable physical effect, caused by different light vibrations.

In writing of harmonious combination of colors, it will then be necessary to have a reliable foundation upon which all rules pertaining to color harmony may be based. After careful consideration, we have finally decided that the best foundation for practical use is an arrangement of the colors of the solar spectrum into a circular diagram, including intermediate colors to the number of twenty, so that colors which are complementary will be located directly opposite to one another. The circular diagram herewith shows this arrangement of colors, and will be frequently referred to in the talk upon color harmony.

The inner circle of this diagram represents the theoretical spectrum, giving the six normal colors of the spectrum — *red, orange, yellow, green, blue* and *violet*, and, besides, fourteen interme-

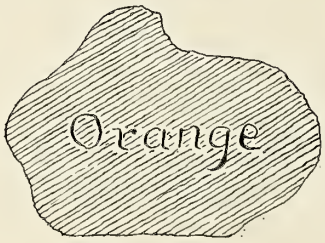


Fig. 1.

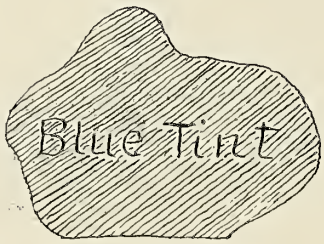


Fig. 2.

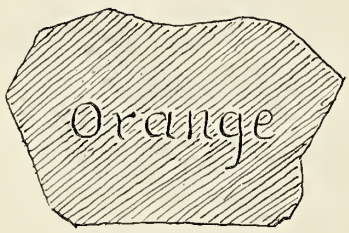


Fig. 3.

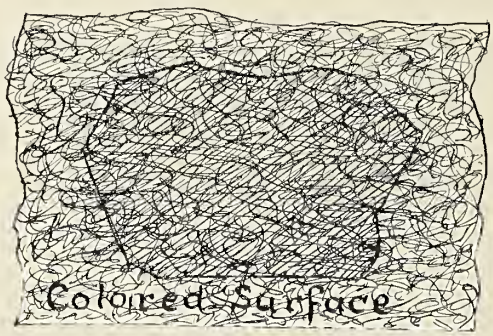
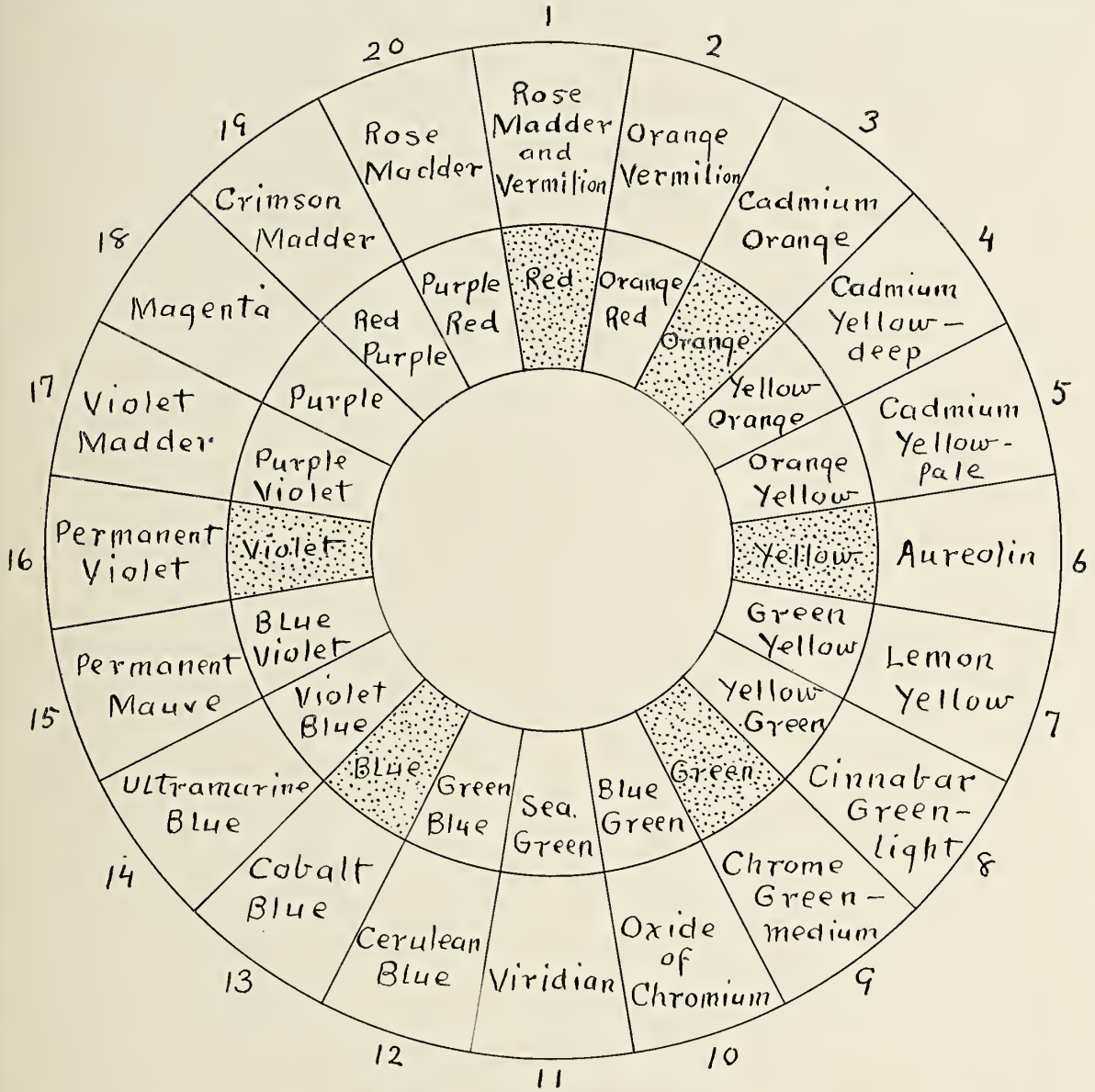


Fig. 4.

diate hues. The outer circle represents the practical or working spectrum, giving the names of well-known oil-pigments which most nearly represent the colors of the theoretical spectrum. The names have been selected from catalogues of oil-paints, because there is a greater uniformity between the names of colors adopted by the different makers of oil-paints for artists than exists between colors made by the different printing-ink makers. There are not so many fanciful and misleading names as are shown in the catalogues of the latter. For this reason, we have selected names which are generally known and recognized as being the standard. The colors that are opposite to one another are complementary, or nearly so; close enough, in any event, for all practical purposes. The colors are numbered along the outer rim of the circle, from 1 to 20, for convenient reference. A normal spectrum color is one of the six colors we have named; a hue is one of the normal colors of the spectrum, slightly changed by the addition of a neighboring color. For example: orange vermilion is a hue of red; magenta is also a hue of red. Viridian is a hue of green; cerulean blue is a hue of blue, etc.



PRACTICAL DIAGRAM OF THE SPECTRUM.

Practical Diagram of the Colors of the Solar Spectrum, representing the normal colors — Red, Orange, Yellow, Green, Blue and Violet, and fourteen intermediate hues, arranged so that colors which are complementary are located directly opposite to one another. The outer circle, or Practical Spectrum, is represented by the names of oil colors.

In speaking of complementary colors, it must be understood that, when the mixture of any two prismatic colors will produce white light, then they are said to be complementary. By white light is meant the light of the sun at mid-day. By prismatic colors is meant the different colors produced by the refraction of a ray of sunlight as

it passes through a three-sided piece of clear glass, called a prism. This prism simply divides the white light into the different elements of which it is composed, which we know as the colors of the spectrum. When two prisms are used separately, and the bands of colors produced by each prism are made to overlap upon a white surface, it will be found that where complementary colors overlap, the result will be a pure white. While this is true of prismatic colors, it is impossible to obtain white by the mixture of complementary colors in printing-inks or paints. In fact, by the mixture of complementary colors in pigments the result is just the opposite of white—a neutral color approximating deep gray or black.

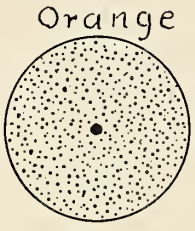


Fig. 5

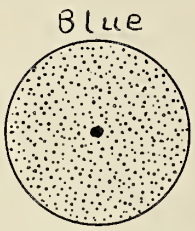


Fig. 6.

The complement of any color can easily be obtained by looking very intently at the color selected for about one minute, and then suddenly shifting the vision to a white surface, upon which will be seen a pure tint of the complement of the color just looked upon. For example, if you look upon a spot of orange, as indicated by Fig. 1, for about one minute, and then suddenly look upon a white surface, you will see a delicate tint of blue (the complement of orange), the exact shape of the orange spot (see Fig. 2). Now, if you look upon an orange spot for one minute, and then suddenly look upon a colored surface of any kind, you will see the same shape as the orange spot upon the colored surface as indicated by Fig. 4. But the color of the spot will be changed by this same complementary blue tint we have described; that is, the spot will be changed by the addition of this blue tint, just the same as if a solid block, the shape of the orange spot, had been printed in a transparent blue tint upon the colored surface. If the colored surface is yellowish, then the spot will appear greenish, and if the colored surface is pink, then the spot will appear purplish. This complementary influence affects all colors, when placed in juxtaposition; or when they are looked at in quick succession, the smaller mass being always affected more than the greater mass or area, because the greater mass fills the eye more completely than the smaller.

The reader can easily prove whether two colors are complementary or not by the following simple experiment. Say we try the orange and blue that are given in the diagram: Place a spot of orange and a spot of blue upon white paper, as indicated, making a black dot in the center of each spot and also on the paper between the two. Allow the eyes to rest upon the black dot on the orange spot for a second, and then shift the vision to the black dot upon the blue spot for a second, and then back again to the orange spot, repeating this action a dozen times or more, and then, suddenly, allow the eyes to rest upon the black dot between the two colors. You will then see a spot of white, which is a mixture of the complements of these two colors upon the retina of the eye, which proves that they are complementary to one another. When this experiment is tried with any two colors which are not complementary, the result will always be a color instead of white. For example, say, we take orange and green, as indicated in the cut. Now, by applying the same test, we will find that the result will be a violet tint, because we mix upon the retina of the eye a blue tint (the complement of the orange) with a red-purple tint (the complement of green), which mixture of prismatic colors produces violet.

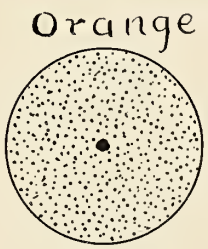


Fig. 7.

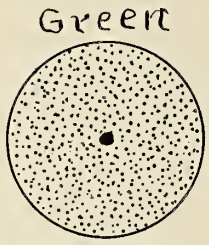


Fig. 8.



"The chief requisites for a courtier are a flexible conscience and an inflexible politeness."
Lady Blessington.

PHOTOGRAPHIC CHARACTER STUDY OF CHAS. B. WELLS.
By Wm. F. James, Chicago.

Written for THE INLAND PRINTER.

SCIENTIFIC COLOR IN PRACTICAL PRINTING.

NO. III.— BY E. C. ANDREWS.

WE have seen that black, white and three intermediates give us a choice of ten combinations of two values each. The plates in our preceding article in each case show the darker value surrounded by the lighter, but in certain designs the position of these values might be reversed and the darker used outside the lighter. This process of arrangement in mathematics is called permutation, and in the case above we have twenty possible permutations.*

If we take three values at a time, we have a choice of sixty permutations, or ten combinations. The possibilities of arrangement are shown in the following table:

Five Values.	Taken	Permutations.	Combinations.
" "	Two at a time.	20	10
" "	Three " " "	60	10
" "	Four " " "	120	5
" "	Five " " "	120	1

I can imagine that many printers will see little sense in discussing permutations and combinations! But this training can be put to good use. Let us take a concrete example: A country printer has received from his engraver a set of two-color plates, with colors proofed on engraver's proof-paper. His customer likes the color-scheme on white paper, but selects a tinted cover-stock, and, when he sees the printer's proofs, he may not like the color-scheme at all. But the stock and ink are bought. What can the printer do but send them back? At the least, he can see if it is possible to reverse the colors — doing so is a permutation — and, by adding black or white, or both, it is a very easy matter to alter the values to suit the design in question. I have seen some very pleasing color-schemes run just the opposite of the original proof. Then, again, the printer familiar with the possibilities of arranging values is likely to get better harmony. Before seeking extremes he considers every arrangement of the more suitable values.

Handling three values at a time is a difficult task for the artist, to say nothing of the printer, but that arrangement or permutation does make a big difference is shown in Plate LXXXII. Notice in 1, the great contrast of black and white; the middle value of the leaves is lost sight of and we see only the flower. We realize that something is wrong, and, in seeking what it is, we do not sense the subject as a whole. In 2 middle value is used as a background, and, therefore, the contrasts between the background and the flower, and the background and the leaves are equal. Instantly, we grasp the idea and appreciate the beauty of the design.

It would be a waste of time to make experiments with sixty permutations, or even with ten combinations of three-value arrangements, as few of them would fit the requirements of the given design. If the printer can learn to use the ten two-value combinations shown in Plates LXXVII and LXXX, on page 49 of the April INLAND PRINTER, he has accomplished much. One point about three-value combinations is well worth remembering, however. *Tones*, disregarding the question of their position, size or shape, *will balance if the contrasts which they make with the background are equal steps in the value scale.* In Plate LXXXII — 2 we have a contrast of middle value with black and white. We might have used low light for the background, white for the flower and *dark* for the leaves, instead of black. This point is well illustrated by arranging the value scale horizontally, like a see-saw, with a movable fulcrum (Fig. 2).

PLATE LXXXII



From middle value (50) to white and black,

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* NOTE 1.— We often used the word combination is a looser sense, but, strictly speaking, combinations of things are the different collections which may be formed from them without regard to the order in which they are placed. Permutations are the different orders in which things may be arranged.

To determine the total number of permutations of five values in any possible arrangement, it is only necessary to multiply $5\times4\times3\times2\times1=120$. For six values, begin at six and go down the same way. In the plates shown only two values were used at a time, so instead of multiplying by all of the natural numbers from 5 down, you use the first two only; i. e., $5\times4=20$.

In getting the combinations of five values, taken two at a time, you divide the number of permutations by the product of the numbers from 1 to the number you use at a time:

$$\frac{5\times4=20}{1\times2=2}=10$$

If three values are taken at a time out of a choice of five values the number of permutations would be:

$$5\times4\times3=60$$

The total number of combinations:

$$\frac{5\times4\times3=60}{1\times2\times3=6}=10$$

This note is for those who have not had an opportunity to study algebra and are interested in solving such problems.

the distance is 50 either way. From low light (62½) to 100 or to 25 the distance is 37½; that is, by using dark as the lowest value you have cut off your scale (or plank, to continue the comparison) at 25, and, therefore, the fulcrum must be half way between 25 and 100, or at 62½.

In the future, I shall speak of Value in terms of numbers, instead of the Ross classification of white, high light, light, etc. The positions of his values are indicated in Fig. 2, and will serve to connect the two classifications.

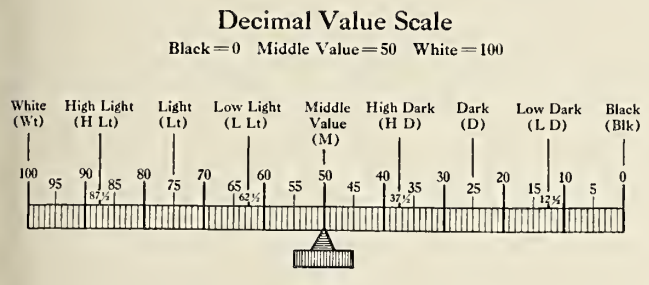


Fig. 2.

Applying the rule of equal contrasts already given, 40 and 60 will balance on 50 as a background; also, 30 and 70, 20 and 80, etc. If 60 is selected as the background, we have 70 and 50, 80 and 40, 75 and 45; in fact, with the decimal scale it is only necessary to add or subtract the same number from a given middle tone and use the tones indicated. Bear in mind, however, that analogies are in most instances the surest road to harmony, and tones ranging about middle value are to be preferred. However, variety must be gained, and in black and white the distance between the different values must be great enough to admit of our readily appreciating the design. In color we have variety in the colors themselves, and, assuming that the chromas (intensities) have been modulated so as not to disturb the balance, we can use colors of only slight differences of value or even all in one value.

The word "value" as we defined it, is relation with reference to light and shade, but in another sense it is used to refer to relative size. In composition analogy is also a sure way to get harmony. Type-faces in the same job should not present a scale such as shown in Fig. 3 A, but should be nearer alike, nearer middle value, and the variety gained by slight differences in size (Fig. 3 B). This, according to Mr. Henry Turner Bailey, editor of the *School Arts Book*, is one of the secrets of the distinctive and beautiful composition of Mr. D. B. Updike, of the Merrymount Press, Boston. It will pay any printer not familiar with Updike's work to possess a copy of some book on which he has left his imprint. In Whistler's paintings one notices the same treatment—instead of great contrasts, a very skilful use of colors in middle value.

We have defined middle value as a gray midway between white and black, but have spoken of middle value in colors without explanation. If you will refer again to the table of relative luminosities in the March number of The Inland Printer, you will notice that pale chrome yellow has a relative luminosity of 80.3, while pale emerald green shows only 48.6. Yellow is much higher than the green, because it reflects much more light, that is, it has a higher value. To bring yellow down to the value of green it is necessary to add black or to neutralize with other colors. It is obvious that color can not exist in the value of black or white, but we have the possibility of all colors in any of the other values. Let us select ten

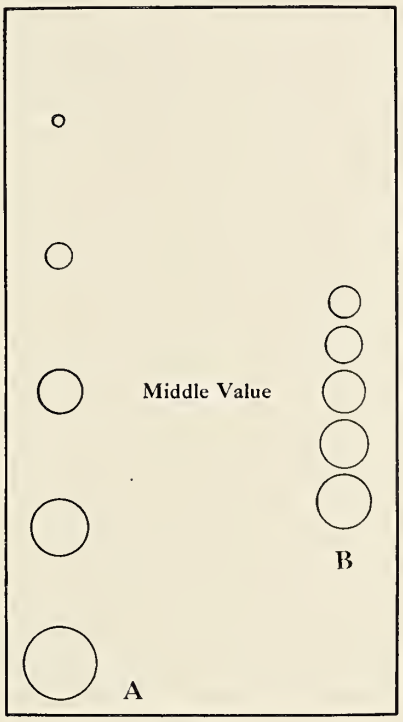


Fig. 3.

colors, instead of six or twelve, so that we can maintain our decimal system, and call them as follows:

Red Purple — R P
Red — R
Yellow Red — Y R*
Yellow — Y
Green Yellow — G Y
Green — G
Blue Green — B G
Blue — B
Purple Blue — P B
Purple — P.

* Note 2.— This intermediate between yellow and red is commonly called orange, but orange is a variable color. The Century Dictionary defines orange as a reddish-yellow color, of which orange is the type. Many of our color names are derived from fruits and flowers and convey different ideas to each individual. This point, as well as the exact sequence of colors, will be taken up in a later article.

The following diagram illustrates color value on the even steps of 10, 20, 30, etc. Of course, color values occur on every step between.

DIAGRAM OF POSSIBLE COLOR VALUES.

100	(White)								(White)		100
90	RP	R	YR	Y	GY	G	BG	B	PB	P	90
80	RP	R	YR	Y	GY	G	BG	B	PB	P	80
70	RP	R	YR	Y	GY	G	BG	B	PB	P	70
60	RP	R	YR	Y	GY	G	BG	B	PB	P	60
50	RP	R	YR	Y	GY	G	BG	B	PB	P	50
40	RP	R	YR	Y	GY	G	BG	B	PB	P	40
30	RP	R	YR	Y	GY	G	BG	B	PB	P	30
20	RP	R	YR	Y	GY	G	BG	B	PB	P	20
10	RP	R	YR	Y	GY	G	BG	B	PB	P	10
0	(Black)								(Black)		0

TABLE 1.

Most of us think of the brightest hues possible when we call to mind red, green, blue, etc.; that is to say, we remember these colors in their

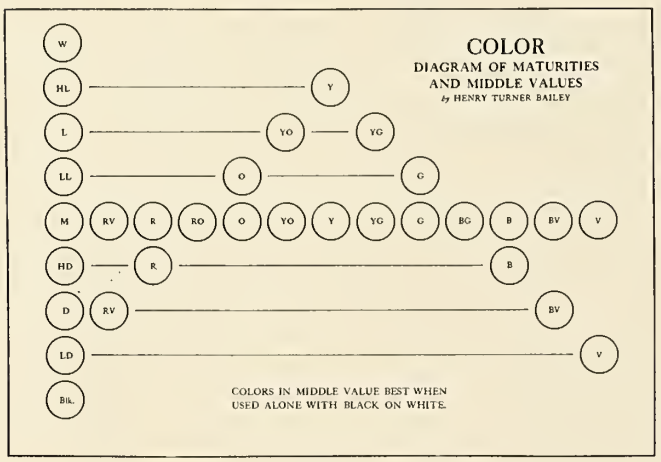


FIG. 4.

highest chromas. Each of the five or six more familiar colors reaches its highest chroma in a different value. Yellow occurs nearest white between 80 and 90; green, around 50; red, around 40; blue, about 30, and purple, about 20. Until we have discussed hue, and defined just what we mean by yellow, for example, we can not possibly think of the same yellow, and, therefore, can not locate yellow exactly. Munsell's yellow does occur at 80, but by comparison most of us would say it was certainly not a lemon yellow, and it might strike us as being too much on the orange hue. The maxima, highest chroma, of the Denman Ross classification, described as twelve colors of full intensity and normal value occur as follows (See Fig. 1, April issue of THE INLAND PRINTER): Yellow, high light; yellow-orange and yellow-green, light; orange and green, low light, etc. Translating these terms to our decimal scale, we have a rough comparison of values as follows:

Yellow	87½
Yellow-orange, Yellow-green	75
Orange, Green	62½
Red-orange, Blue-green	50
Red, Blue	37½
Red-violet, Blue-violet	25
Violet	12½

You will notice that Ross uses the term violet instead of purple, and uses twelve steps instead of ten. Purple is a better pigment name than violet, and ten steps are better than twelve, when we come to the consideration of the relation of complementary colors, but the point we are now discussing is value. Mr. Bailey has indicated in Fig. 4 the relative values at which Ross's twelve colors reach their maxima or highest chroma. Yellow is at the top and extending down in a slanting line on the left is YO, O, RO, R, RV. On the right the values descent through YG, G, BG, B, BV and V. The horizontal part of the scale indicates how every one of the twelve colors can be raised or lowered to middle value. You will notice that two colors cross middle value at their full intensity, namely, red-orange and blue-green.

(To be continued.)

SPEAKING OF COFFEE—

Miss Goldsmith, of Duluth, gave a coffee demonstration several days this week at Carlstrom's store, which attracted the attention of a large number of the ladies throughout the city. Miss Goldsmith served samples of the ——* brand of coffee and also of the —— brand, and informed her guests that the credit due for the excellent cup of coffee served was entirely due to the excellency of the coffee and not to the percolator or herself. Miss Goldsmith certainly understands her line, and her demonstration of the —— and —— brands of coffee was appreciated by all callers at the store.— *Mellen (Wis.) Weekly.*

* Name omitted through gross carelessness.

— *Line-o'-Type, Chicago Tribune.*

IT IS UP TO PERKINS.

The launching of a weekly paper at Halabud, South Dakota, a small town presenting a doubtful field, elicited from the editor of a Highmore (S. D.) paper the following remarks: "Now, if Editor Perkins can work like a horse, set type like a Mergenthaler, hustle news like the wind, sing in the choir and take care of the babies, lead prayer-meeting when necessary, swear without being heard, saw wood, rush the can week days, get money like the sugar trust, live like a Chinaman, pacify the coal man, pay for his ready-prints, keep pace with the devil, all on $1.75 a week, he is the man of the hour and can have our support for coroner any old time."

Written for The Inland Printer.

TOO MANY ARTIST PRINTERS SPOIL THE PIE.

BY GEORGE V. OREMUS.

THAT the printing industry is undergoing some of the most important developments in the history of the trades in this country can not be denied, and it can be forecasted with a degree of certainty that the future will bring still greater strides toward accomplishing the problem of trade education or technical instruction, as applied to the printer and printing in general.

It is a recognized fact that employing printers everywhere are crying for more competent workmen, and one has but to observe some of our craftsmen in the execution of their daily tasks in the way of artistic effort, or to take up some of the beautiful (?) samples of the art of all arts which so abundantly abound on every hand and study up their construction, to arrive at a thorough understanding and to fully appreciate the gravity of the situation. In our various trade magazines the subject is undergoing a thorough sifting, and our trade organizations are taking action toward establishing schools for the education of the printer. Indeed, has not the I. T. U. course been the outcome of continued agitation along this line? Now comes forth the International Printing Pressmen's Union in an endeavor to find some solution of the problem as applied to that particular branch of the printing industry, and will no doubt establish some system tending to the higher education of the apprentice and the pressman.

Look further into the subject and you can readily ascertain the reason employers wail over the lack of competent workmen. It would seem that, while we are truly advancing along some lines, the result does not stand out very conspicuous, while in the education of the apprentice the employers lay the foundation for the very trouble they are complaining of, by reason of the lack of proper training the apprentice receives, and in applying a remedy they start at the wrong end of the trouble and aggravate the situation.

What inducements are held out to the ambitious young apprentices to-day? None to consider worth mentioning, and if the printers themselves would take a little less trouble figuring on the cost of production, and use their brains a little in the right direction, they could be of considerable service to themselves. And further, why not educate our apprentices and teach them the rudiments of the business in a workmanlike manner, thereby laying the foundation of the future by carefully building upon the present? The printers raise a howl about the incompetency and deficiency in general among their workmen, and what are they doing toward encouraging the betterment of conditions in this respect? Many have men in their employ, who, if given the proper encouragement and the opportunity, would develop into splendid craftsmen, or at least enhance their value to the house.

Again, the printer allows his plant to run down to a very low standard by refusing to honor requisitions for new material, and then, when his men can not possibly produce nicely printed things with the battered old junk they are compelled to work with, the chances are ten to one they will be dubbed as degenerated printers, and the office will begin to wonder why it is that the high standard the shop was once noted for in the production of quality printing is going to pieces, and also wonder why a great many of the firm's very best customers are taking their work to the printer in the little brick building across the street.

In summing up the situation, the printer can not see how it all has come about. His men, heretofore contented, are falling out one after another, and it is getting harder all the time to get good men, who do not linger too long over the flowing bowl; also his head pressman is drinking and threatens to leave the house at any time, and with him goes the best feeder in the town. What is to be done with such obstacles staring the printer in the face?

Here is what he generally does, after reading a current issue of his favorite trade paper: Gets in touch with one of these later-day creations known as an "artist printer," in the hope that the importing of this wise "gazabo" will put things on their feet, and, while the salary is really pretty fancy, he hopes for the complete revolution of the business under so trained a specialist. (Two weeks elapse.)

The new foreman-specialist arrives from the general delivery — he does not carry a permanent address — and proceeds to take charge of the mechanical affairs of the print-shop, amid the stares and doubtful nods of the mechanical forces. Isn't this the way it generally works out, Mr. Printer?

Now, it goes without saying that the new foreman has had considerable experience and training in the best shops in the country, some of them the largest and most noted for their exceptional product, so, of course, he must be an exceptionally fine job compositor, as well as an excellent workman in every particular, for did he not send the old man a letter of two thousand words, voicing his ability to make good?

The other printers in the shop can learn considerable in the way of twentieth-century composi-

tion by carefully working along the line of his theory and instructions — possibly.

While we must admit that the specialist has come to stay, and likewise has the old familiar all-around man gradually and surely lost ground, yet we can not help but feel interested in the promised revelations to be unfolded before our very eyes by this new mysterious being from the large city of subways, etc. We have had a little matter of some years and years in the busy marts of printing experience ourselves, and blushingly admit that we have been devil and so on up the rung, and, by hard and faithful study, have even been termed real good printers ourselves, and are of the stamp that do not believe that the printing business, or art might be the better word, is degenerating, not on your life. But this is getting away from the subject we were discussing. To resume.

The artist, of course, does not take the matter of conditions into consideration, and, even if he did, probably would not consider such a little matter as that worth his time and attention, at least not just at this time. He surveys the layout of the plant, and immediately decides that it is extremely faulty to his lofty ideas, and proceeds to rearrange cabinets, stands, imposing-stones, etc., to better facilitate his methods of revolution; in fact, were the machinery not so cumbersome, it, too, might have to desert the nice oily spots it so long has occupied, as in his opinion the presses were not placed just right as to light, heat and so on. This moving about necessarily takes up some time, but is only a part of the evolution, and, of course, an air of lofty superiority and wisdom always accompanies these operations, and it is useless to offer any explanation as to why this piece was placed here and that stone there, as it must be changed, being wrongly placed in the beginning — so he says.

However, the business goes on, and in the course of events the great things expected of this wiseacre have proved a fizzle, in that he has failed to show any advantage in his various changes of arrangements, and it is actually amusing to sensible, practical men to notice how confused this artist is in the event of a few rush jobs being brought in in quick succession, and it is also noticeable that fully half of his time is spent in talking authoritatively and giving a lot of useless instructions as to this and that, when his time could be more profitably employed. Again, this artist finds that working conditions are not exactly the same as in the last place he occupied, and that the runs are shorter on an average by some thousands, and that he can not keep up very well, and the presses are nearly always down. He is receiving forms back one after another from the pressroom, some loose, others come in a basket, while still more have to be run over on account of pulled letters. Invariably, the forms have to be taken off and planed down properly, especially the job-press forms, and, bear in mind, the artist does all the stonework.

To cap the climax, the old man finds the looks of the time-slips not encouraging; that it is taking a lot more time than formerly to run off a certain job, and nearly all slips show a corresponding increase in the alterations column; that arguments are beginning to be of frequent occurrence between the head of the pressroom and this so-called artist, as he is endeavoring to tell the pressman how to run his machinery, which is out of his jurisdiction for several reasons, as he has not yet demonstrated his ability to properly conduct the composing-room, let alone the superintending of complicated machinery.

He has made good in one particular only, and that is in buncoing the boss by the use of "hot air," and the old man seems foolish enough to take it all, being blind to conditions in the workshop itself, although the time-slips must show where the lost time comes from, and its cause, together with its effect. But the time will come soon when the old man will take some action, and the artist will again change his address to that of some little remote village where his services will be more fully appreciated, and, anyway, isn't this where all these wise ones generally wind up at, and where you invariably find them, in the ad.-alley of the local paper? The reason is obvious.

As to the shop, it is still doing business at the old stand, and the boss is an ardent and enthusiastic booster for trade education, not the kind which thrives with the peddling of "hot air," but the practical education which enables the printer to adapt himself to the conditions existing, and acquit himself creditably when called upon to master a difficult piece of composition, or be able to make up a sixteen-page form without spending half the day on it, and then getting it wrong.

All these things count in the composing-room, as well as having a direct effect on the pressroom; so it seems that, while the specialist is all right in his place, what the printing business needs to-day is competent workmen, men who possess common sense above all things, and not "hot-air merchants," who prey on the employing printers, and are not worth what you are paying your bindery girl. Think it over.

FORREST WARREN, police judge of Atchison, Kansas, is also the editor of the Atchison *Champion*. Recently it fell to the lot of the editor to fine his employer, who is also owner of the *Champion*, $10, on the charge of obstructing the sidewalk.

Written for THE INLAND PRINTER.

THAT POSTAL DEFICIT AGAIN.

BY C. C. M.

THE furor produced by the proposal to increase postal rates on second-class matter has resulted in the question being shelved for this session of Congress. But it will come to the fore again and again, till it is settled right. From the standpoint of citizens and printers there is but one basis of settlement, and that is on the original plan of the United States and all other postoffice departments — that it shall be used for the dissemination of knowledge. Our people should keep this concept in mind and give it wide currency. It is the easily understood and patriotic position to take. The postoffice should serve the people, and if there be loss or gain arising therefrom, it would be regarded as an incident of progress. From their earliest history postoffice departments have profited every time the rates have been lowered or their functions extended.

The authorities have assailed our ears with shouts of losses due to second-class matter. If that were true, our department has had an experience on this rate different from its own experience on other rates and from the experience of almost every other department. There are reasons for believing that the officials are in error in making such a deduction.

G. W. Wilder, of the Periodical Publishers' Association, performed a distinct public service when he thoroughly investigated this phase of the subject and presented his analysis to the Committee on Postoffices and Post Roads. Mr. Wilder found that —

"In the year 1870 there was a deficit in the operations of the United States Postoffice Department of 21.4 per cent of its business. In those days there was no pound rate.

"In 1879 there was passed the act that put second-class matter on a pound-payment basis. An immediate increase in circulation of periodicals began.

"In 1880 there was a deficit in the Postoffice operations of only 9.6 per cent.

"In 1885 the law was passed that made the rate for second-class matter 1 cent a pound, which still further increased second-class mail. It trebled in the ten years preceding 1890.

"In 1890 the deficit in the operations of the Postoffice Department was 8.8 per cent of its business.

"The next decade brought a much larger increase in second-class matter than any previous ten years — from 174,053,910 pounds in 1890 to 382,538,999 pounds in 1900.

"The deficit in the Postoffice operations in the year 1900 was 5.2 per cent. . . . In the prosperous years following 1900, the increase of second-class matter was stupendous, from 382,538,999 pounds in 1900 to 488,246,903 pounds in 1902, only two years."

Had it not been for the expense incurred on account of rural free delivery there would have been a surplus of nearly $1,000,000 in 1902, the year in which there was a stupendous increase in second-class mail, owing to the development of cheap magazines and the popularity of clubbing arrangements.

In 1908 the department with a great noise announced that it was on the trail of the second-rate pirates, and had protected the public to the extent of cutting out eighteen million pounds of alleged deficit-creating product. This act was applauded at banquets and lauded in the press as the last word in postoffice statesmanship. But it appears to have been a mistake, for when the books were balanced for that year, the largest deficit in the department's history loomed up.

Those in favor of a limited service by the Postoffice continuously speak of the second-class rates as subsidies to publishers, which betrays ignorance of Postoffice history. Those who have memories that reach back thirty years can recall that the subscriber paid the postage as he received his mail. In 1879 a rate of 2 cents a pound was established, and the public demanded that postage be paid by the publisher, which was the more businesslike method. Since that time readers have been relieved of the payment of postage, and synchronizing with that — an incident of various causes — the cost of their printed pabulum has been greatly reduced. Thus it comes that it is the publishers and not the officials who are protecting the interest of the great army of readers and advertisers.

It is well to keep these points in mind, for the question is likely to be an oft-recurring one — to bob up periodically till the Postoffice Department realizes that if it wants to overcome deficits or losses it must work harder — put on more steam — and expand, just as any business house does when it finds itself in the doldrums. Commercial concerns do not progress by limiting their output, but by improving or increasing it. Not being in any way responsible, there is no reason why printers and publishers should be made to suffer for wrongheadedness or mistakes on the part of officials, but, if they would escape that penalty, they must be alert to protect their interests, and the measures of protection coincide with good public policy.



THE OLD-TIME PRESSMAN — "THE BIG JOB OF THE YEAR."

Drawn by John T. Nolf, ex-printer.

The Inland Printer

A. H. McQuilkin, Editor.

Published monthly by

THE INLAND PRINTER COMPANY

120-130 Sherman Street, Chicago, U. S. A.

Address all Communications to The Inland Printer Company.

New York Office: Tribune building, City Hall square.

Vol. XLV. MAY, 1910. No. 2.

The Inland Printer is issued promptly on the first of each month. It aims to furnish the latest and most authoritative information on all matters relating to the printing trades and allied industries. Contributions are solicited and prompt remittance made for all acceptable matter.

SUBSCRIPTION RATES.

One year, $3.00; six months, $1.50, payable always in advance. Sample copies, 30 Cents; none free.

Subscriptions may be sent by express, draft, money order or registered letter. Make all remittances payable to The Inland Printer Company.

When Subscriptions Expire, the magazine is discontinued unless a renewal is received previous to the publication of the following issue. Subscribers will avoid any delay in the receipt of the first copy of their renewal by remitting promptly.

Foreign Subscriptions. — To Canada, postage prepaid, three dollars and sixty cents; to all other countries within the postal union, postage prepaid, three dollars and eighty-five cents, or sixteen shillings per annum in advance. Make *foreign* money orders payable to The Inland Printer Company. No foreign postage stamps accepted.

Important.— Foreign money orders received in the United States do not bear the name of the sender. Foreign subscribers should be careful to send letters of advice at same time remittance is sent, to insure proper credit.

Single copies may be obtained from all news-dealers and typefounders throughout the United States and Canada, and subscriptions may be made through the same agencies.

Patrons will confer a favor by sending us the names of responsible newsdealers who do not keep it on sale.

ADVERTISING RATES

Furnished on application. The value of The Inland Printer as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the fifteenth of the month preceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to honestly fulfill the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

The Inland Printer reserves the right to reject any advertisement for cause.

FOREIGN AGENTS.

W. H. Beers, 40 St. John street, London, E. C., England.
John Haddon & Co., Bouverie House, Salisbury square, Fleet street, London, E. C., England.
Raithby, Lawrence & Co. (Limited), De Montfort Press, Leicester, England.
Raithby, Lawrence & Co. (Limited), Thanet House, 231 Strand, London, W. C., England.
Penrose & Co., 109 Farringdon Road, London, E. C., England.
Wm. Dawson & Sons, Cannon House, Breams buildings, London, E. C., England.
Alex. Cowan & Sons (Limited), General Agents, Melbourne, Sydney and Adelaide, Australia.
Alex. Cowan & Sons (Limited), Wellington, New Zealand.
F. T. Wimble & Co., 87 Clarence street, Sydney, N. S. W.
G. Hedeler, Nürnbergerstrasse 18, Leipsic, Germany.
H. Calmels, 150 Boulevard du Montparnasse, Paris, France.
John Dickinson & Co. (Limited), Capetown and Johannesburg, South Africa.
A. Oudshoorn, 179 rue de Paris, Charenton, France.
Jean Van Overstraeten, 3 rue Villa Hermosa, Brussels, Belgium.

EDITORIAL NOTES.

THE business-card contest, in our job-composition department, strikes a new high note. Since The Inland Printer inaugurated these contests, none conducted by our contemporaries or ourselves has achieved anything like the interest this one has aroused. Nearly one thousand specimens were entered by the contestants. There can be no doubt about the educational effect of a competition of this character. It also demonstrates that ambition is not lacking among the men at the case. The contestants did the work in their spare time, and, in some instances, purchased stock, which displays sporting blood, but more especially an eagerness to excel at their vocation. The winners get their prizes, many of the more meritorious cards are reproduced, and, while The Inland Printer regrets that circumstances prevents its giving rewards to all contestants, it congratulates them on being participants in the largest contest of the kind ever held.

After a lapse of four years our British friends will this month hold an "international printing, stationery and allied-trades exhibition." No person has had the temerity to advocate a similar exposition here, and recently the popularity of such displays has been on the wane in Great Britain. This probably is due to the fact that men do not buy costly machinery on the showing made in an environment carefully and expensively fitted for the purpose of displaying the appliance to the best advantage. The purchaser wants to know how it will fit in his establishment and how his employees — rather than specially drilled experts — will handle it. The promoters of the British exhibition — among whom is the veteran Robert Hilton — are hopeful, because the country is recovering from an unprecedented depression, and indications point to unusual activity in the near future. The venture is under a confidence-inspiring and capable directorate, and if there be a real place for such an exhibition this one should be a success.

Elsewhere we print an address by Mr. Francis, president of the Printers' League of America. It is a plea for peace, in which the writer attributes the unrest in the industrial world to selfishness dominated by the one thought, "Get!" If circumstances permit the employee to dictate terms, he will sweep away the employer's competency, and, where conditions are reversed, the employer is equally ruthless, thinks Mr. Francis. In his opinion this is a caricature on our boasted civilization, and he gropes for and sug-

gests a remedy. This is trite; we have heard it before, many times, but usually from the mouths of reformers or so-called "cranks." Possibly, Mr. Francis may be considered a crank by reactionaries, but he is a successful business man, and the significance of the utterance we print is that it comes from one who knows what it is to provide for the pay-roll and more than make both ends meet. When men of this caliber give to the world such advice, it is a sure sign that the leaven of the expected new order is working. Mr. Francis does not stand alone among graphic-arts employers in taking the position that there should be a steady advance toward a greater and more just system of coöperation. This is a healthy sign, for it presages the development of a safety-valve that will prevent the cataclysm some seem to desire and many more are fond of predicting.

SOME years ago an article appeared in this magazine making an appeal for some sort of technical education for compositors. The writer of it contributed his quota to the agitation for his ideal, and meantime rose to the foremanship of an office in a larger city than he hailed from when he first advocated trade education. The I. T. U. Course of Instruction in Printing came along, and, for the first time in his life, this man became an active union worker. He was appointed on a committee, and proceeded to induce young men and old men to take the course. In other ways he sought to arouse an interest in the technical development of craftsmen. For more than a year he had made missionary work of this sort his avocation, finding in it relaxation and enjoyment. His employers called him to the office recently and discharged him for being too active in union work. As the victim is a climber, the discharge will not likely greatly inconvenience him, but the one interesting feature of the affair is that in the twentieth century an employing printer should advance such a reason for a discharge.

The Sympathetic Strike.

Many newspapers throughout the country have taken occasion to commend the typographical union of Philadelphia for its action in refusing to take part in the sympathetic strike now in operation in that city. We see no particular reason for either fulmination or commendation. The Philadelphia printers were bound by written contract. Their refusal to violate the contract scarcely could be called an especial performance of duty. Rather, it was a refusal to stoop to business indecency. Possibly, with the rottenness which has permeated the political and, to some extent, the business life in most municipalities, credit should be given even for an honest smile, but to the great mass of ordinary business men and workingmen of America the union printers of Philadelphia merely refrained from rendering themselves dishonest and unworthy of the respect necessary to a continuation of business relations with their employers.

It is true, the circumstances and excitement surrounding the street-car strike in the Quaker City may have had a tendency to stampede men into taking action which in saner moments they would have spurned. Nevertheless, honor and a sense of justice are not conditional where these elements inherently permeate character. Excuses can not be offered for the subversion of honor and justice in any circumstances. Union printers would not be loth to cry out against employers who might offer such excuses as a reason for violation of contract. And the printers' refusal to injure a friendly employer, with whom they had a contract, at the behest of fellow workingmen who were engaged in a struggle with a public utility corporation, is simply what ought to be expected from good, level-headed American citizens.

The Foreman.

The printing trade year by year grows more complex with the introduction of new methods, and foremanships and superintendencies are among the most difficult positions in the trade to occupy. There is the handling of labor of various degrees of intelligence — from the stolid porter to the "artist" who always has his temperament on parade — and the constant pressure to keep down the cost of production in the face of a rising market. The superintendent is rarely endowed with the power to have his own way. He may possess ability, but he is subject too often to the unreasoning, perhaps whimsical, veto of the "old man," who is slow to realize the full meaning of the change wrought in methods of production since he was in active command. The increased number of employees makes it increasingly difficult for the superintendent or foreman to infuse employees with his enthusiasm. His one way to success is to forget himself and his personal welfare, in the effort to advance the interests of "the house." Often he loses much of his individuality in his efforts to advance the interests of the institution that is always in his mind's eye, be he working or sleeping.

There are the hundred and one things everybody sees to perplex and annoy, and these are a part of the day's work to the busy executive. Rarely do these vex and exasperate him so that he loses his *savoir-faire* when dealing with a crotchety customer, who is handed over to the

superintendent when the impressive highbrows, diplomats and hot-air merchants of the establishment have failed to appease his wrath. What tries the soul of a superintendent is to be alone in his enthusiasm — to be full of life and energy, eager to make things hum, in a sea of indifference. From the sometimes-alert apprentice to the "old man" no one seems interested in the success of the concern. Those who control the money-chest possibly have been infected by the economy microbe, and it takes the pulling power of a Niagara to secure an O. K. on a requisition for necessary supplies. The employees are affected by the parsimonious policy and listlessly perform their duties. Hemmed in on all sides by this indifference, the superintendent or foreman knows he must make progress. If there is a slump, he will be blamed in the front office for allowing the plant to run down, and accused of having "lost his grip" as a handler of men, because production has fallen off in quantity or quality. In his capacities of buffer between employer and patron, or between employer and employee, and general burden-bearer of the concern, the superintendent's position is not a sinecure.

The value to the printing trade of capable men of this character is generally underestimated. The very patience and loyalty of the class have been partly responsible for this failure to appreciate superintendents and foremen. In Great Britain they have for long been foregathering at meetings, and their deliberations have been among the most valuable contributions to the craft literature of their country. The movement among Eastern superintendents to organize has been pleasantly received, and there are many reasons which argue for an extension of the idea.

Decent Treatment of Employees Is Good Business.

A flurry of excitement always accompanies a change in shop regulations that closely affect the producers. As a rule, notices of the changes are posted without a mollifying explanatory word; for lack of this, wild rumors and absurd conclusions disturb the even tenor of the men's discourse and thought.

Numerous are the complaints of dissatisfaction when cost systems are introduced. The attitude of men differs in different offices, but this is due largely to the manner in which they are treated. To hand out a new and somewhat complex time-ticket, with meager instructions, is neither good business nor good manners. The employees are unable to act intelligently if they are not informed as to the ultimate object of the change. If there were no other reason, this policy should be abandoned, because it is a brain-wasting policy. It is a part of and perpetuates the planlessness and confusion which cost systems are designed to obviate. In addition, it overlooks the human element that is so important in dealing with employees. Bruskness begets resentment, which breeds distrust and suspicion. So the new order is the cause of wasteful and irritating discussion, producing a feeling of hostility — sometimes unconscious — that prevents even the willing-minded from understanding it thoroughly.

We have talked on this subject before, and as putting a theory in practice is better than preaching about it, it is with great pleasure we give publicity to the action of W. P. Jobson, president of the Jobson Printing & Manufacturing Company, of Louisville, Kentucky. Here is a gentleman with imagination and the courage to give it voice. He is putting in a cost system. He knows that without the coöperation of his employees the ascertainment of costs is going to be a very annoying and difficult problem, if it escapes being made a farce. So, Mr. Jobson asked himself, "If I were working out there in the shop, what would I want to know about this new idea?" And he answered his question by sending a circular to each employee, in which he said:

"In introducing the new system of time-tickets, I want you to understand that this is not done with a view of checking your time, *only* in so far as it relates to the cost of turning out each job. What we are trying to do is to determine just what it costs per hour to do all classes of work in the shop, so that the office will know when estimating on *any job* what it ought to cost, so that we may charge the customer the *right price*, making a profit for the company, after paying wages and all expenses of running the business. This movement is universal among employing printers, who recognize that the business is in a bad way, owing to the fact that owners of printing-offices do not know what it costs them to do business, and that no two concerns bid alike for the same job, thus unsettling the customer and bringing the business into bad repute as a legitimate industry.

"All I ask of you is your best endeavor to get out the work as quickly as possible, consistent with good product, and an honest accounting of time, so we may have accurate cost of production to base our figures on when estimating or quoting figures to our customers. If this is carried out intelligently it will be of great *benefit* to all persons interested in the business, whether employer or employee, as it will elevate the business to a legitimate, fixed position, such as other manufacturing industries occupy when it comes to selling their product."

Written for THE INLAND PRINTER.

EFFICIENCY IN THE PRESSROOM.

BY J. F. NISBET.

RECENTLY, I have had occasion to correspond with several hundred printers from different parts of the country on the subject of electric motors. From the replies received, I am led to believe that this subject is one that has not been given proper attention. I do not mean by this that printers should familiarize themselves with the design of the various motors on the market — as this would be impossible to accomplish — but I do think that all printers who use electric power should at least know some of the advantages of electric drive and how to apply it.

Printers conducting a fairly large establishment are less liable to trouble than their smaller brethren, due to the fact that their electrical equipment is usually purchased from some reputable motor manufacturing company, which understands the requirements and makes suitable recommendations.

The small printer using, perhaps, one or two motors is not so fortunate. His equipment is generally purchased and installed by some local jobber, who may be an excellent wire man, yet often has not the requisite knowledge as to the power required to drive a given press. It is evident that a motor too small for the intended duty will give trouble from the outset, and the repair bills that the printer will be called upon to pay will give him a false idea of the economy of electric drive.

On the other hand, a motor that is too large for the intended duty will develop trouble in another way. Every motor is designed to develop a certain horse-power, which is known as the full-load rating of the machine. The most power for the least money is produced by a motor operating as nearly as possible at its full rated load. That is to say, a press which requires two-horse-power to run should be driven by a two-horse-power motor, as the motor would then be operating at its maximum efficiency.

Many printers are prone to believe that, if a press requires two-horse-power to run it, a three-horse-power motor, if they should happen to have such a thing, or if they can get a secondhand one cheaply, would answer equally well. This is a mistake. A three-horse-power motor developing only two horse-power for driving this press would cost more in proportion for power than would a two-horse-power motor.

The difference in cost can be calculated from the relative efficiency of the two machines at different loads. I know of one printer who is driving a 10 by 15 job press with a one-horse-power motor, whereas, a ¼-horse-power motor would be of ample size. This man in consequence is losing 17 cents on every dollar for power. He stated that he was using this motor because he had bought it for a mere song from another printer in his town. He had no idea that this motor was eating up the difference in costs at the rate of 17 cents on the dollar.

Aside from the proper-size motor required, the next most important considerations are speed and control. The speed of the motor is determined by the number of impressions per hour required, and the revolutions per minute of the driving shaft.

Any motor manufacturing company can figure out the proper motor speed when it has these data, and in addition knows the size of the press pulley. This latter is important, as it is a determining factor in the selection of the motor pulley.

The question of control is rather more complicated. The first thing to determine is the maximum and minimum speed at which the press is to be operated, and if the motor needs to be reversible.

Any motor manufacturing company can determine what controller to use if it has been advised on these points. Many companies, however, make a specialty of this business, and have all the necessary data in their files. In this case, it is only necessary to state the make and size of press that has to be driven, and they can furnish all necessary information.

With direct-current equipment practically any range of speed can be obtained. Variation of speed is usually obtained by what is known as combined armature resistance and field control. Armature resistance regulation consists of inserting a resistance in series with the armature of the motor, which decreases the speed. In this case the power is absorbed by heating the resistance in the controller. Field control consists of inserting resistance into the field of the motor, which weakens the field and increases the speed of the motor.

Due to the greater flexibility of a direct-current motor, this system is undoubtedly the best for printing-press work. As a matter of fact, many printers located in towns where only alternating current is available have installed a motor generating set for converting the alternating into direct current, using direct-current motors only.

Other printers who, on account of the size of their plant, are not warranted in going to this expense, are using variable speed alternating-current motors with more or less success.

I know of several who are perfectly satisfied with results, and again of others who would welcome a direct-current installation.

The installation of motors is more or less a question of convenience and saving in floor-space. An experienced man will install a motor under the press, where it takes up no floor-space, and improves the appearance of the pressroom.

A rather important matter that should be taken into consideration is when and how to employ an idler-pulley. Generally speaking, when the distance between pulley centers is great or when it is desired to increase the arc of contact on the belt, an idler-pulley should be used. This is often a part of the motor, and can be ordered with the rest of the equipment.

Many printers, in order to save expense, have installed one motor of sufficient size to drive all their machines through a lineshaft and countershafts, and I have received numerous inquiries as to whether it would be cheaper to install individual motors on each machine or to use one common motor.

There can hardly be any question about this. The individual-motor drive will certainly be cheaper in the long run, and more satisfactory in every way. When all the machines are required to run at the same time, the aggregate horsepower required with individual motors would be less than that of one motor. It must be remembered that from forty to fifty per cent of the total power is wasted in driving the lineshafts.

If only one motor is employed to drive all the machines, a breakdown of this motor would shut down the entire plant. With individual-motor drive, a breakdown of any particular motor only puts one press out of commission.

A point not often considered by printers may be called "operating conditions." By this I mean the light obstruction caused by overhead shafting and belts — the dust and dirt produced by moving belts and the dripping oil from the lineshaft bearings. All these features combine to produce a dirty, noisy and unhealthy pressroom. With individual-motor drive each one of these objectionable features is eliminated.

Perhaps the greatest point in favor of individual drive is the complete control that any operator has over his own press. He can start and stop at will, without considering any other machine. Of course, he can do this on a lineshaft drive, if a tight and loose pulley are employed; but there is the great disadvantage of a moving belt connected to the lineshaft, which, more often than not, is in his way. In any event, he has not the complete control of speed that can be obtained with the individual-motor equipment and controller.

Written for The Inland Printer.

THE DEAD STOCK INVOICE.

BY ZENO W. PUTNAM.

THE annual stock invoice is incomplete and its mission only half served if it does not include a listing of the dead stock accumulated during the previous year, dead sorts, dead accounts, dead policies, dead methods and dead-heads in general. The dead account that has been dragging along from month to month, without any special hope of ever becoming an available asset is really a liability, a continuous expense. Better get rid of it in some way, even though it does reduce the total of our nominal resources. We have let it deceive us long enough. If circumstances do not justify pressing it for collection or a compromise settlement, better file it away among its fellow corpses, where it can be found if some unexpected sign of life ever justifies refinding it, but where it will be alike out of the way and out of our accounts unless it should be really needed.

The dead advertisement has already cost several times the price of a new one. Cut it out. This does not mean merely the copy that has worn itself, through long use, shiny at the knees, but the kind that was always dead; the stock cut that means nothing and that never did mean anything except some far-fetched comparison; the stilted generality that neither inspires a wish for better printing and stationery nor suggests where to get it; the big-type heading that advertises nothing, but costs a good deal. Kill the whole of it and get out brand-new copy that is not only alive but bristling with inspiration; something that makes every business man ashamed of his old stationery, by making him really see something so much better.

The dead floor-space that is taken up with a pile of cast-off rubbish is making us pay rent for something that is not available, and is crippling our operations throughout the entire establishment by the general lack of room. Clean up the jumble of cast-off overalls, broken cases, discarded rollers and worn-out overshoes and put in its place a closed cupboard that will hold a lot of hitherto homeless articles, but in which there is not a spare inch of room for rubbish. Compact arrangement means neatness in appearance as well as convenience and economy of time. Remove the dusty, stuffed-up packing-box, which has been used for years for some sort of filing-case; replace it with something made to fit the space and the stock without waste of space; then, maybe, there will be

room for that new job press or some other convenience that has been delayed for want of space.

The dead poster may not be such a frequent offender in the print-shop as it is in other places, but it is a greater offender there if it is there at all. People expect more and better work there, and to disappoint them is like pouring ice-water down a fat man's neck to cure the toothache.

Of course, the printer who would let his own stationery and printed matter fall behind the times can not expect to succeed, and, almost always, the facts in the case exceed even his expectations. Firm names that have long ago become disqualified through death or disuse, type that has years ago drawn its discard, stock that presents no claim to our attention except the evidences of its antiquity, all of these may have their place in the back shop of some country printer who is dead and buried; none of them should concern the printer of to-day, and, if they do, he isn't much of a printer.

The dead and discarded bookkeeping system is a prolific source of loss to many a printer. The head of one up-to-date print-shop recently told the writer that printers are the worst business men in the world, although they are well educated and are brought in contact daily with the brightest talent in other lines of business. This may be an exaggeration, but it is not an untruth, and one of the most conspicuous evidences of it is the bookkeeping done by some of our best printers. Many a fine ledger or set of bookkeeping blanks is turned out by a printing-house, and the entire account of the transaction, cost of material, time, waste, etc., charged up on the backs of old envelopes stuffed into an empty cigar-box. Many an unprofitable job has had its origin in some error that grew out of such a system, and a good many others might have been avoided if the system of cost accounts had been so worked out that the experience in a past job had been more readily available in estimating for the new.

Then, most important of all the dead stock to throw out, is the dead stuff in the heart; the old quarrel, the senseless competition, the rivalry that means price-cutting. Get rid of all those dead ideas, and kill any new ones that pay tribute to General Grouch. Get rid of the notion that there is no time for reading the very best trade journals and for reading them thoroughly. There is not time to do without them. Remember that the experiments of your fellow craftsmen form the experience of the trade, and that the cream of this is found in printers' journals. Get rid of bigoted conservatism and yield a little to enthusiasm. It may at times lead one into foolishness, but a man had better be foolish part of the time than dead the whole time. Many a strenuous boy has done more with a firecracker than his sedate elder brother has with a cane and eye-glasses. The conservative business man, whether he is a printer or preacher, never does anything improper, it is true; in fact, he seldom does anything at all. An enthusiastic fireman on the scaling ladder is worth a great deal more to the community than the calmly undisturbed fop before the glass.

Get rid of all sorts of dead stuff, whether in the shop, the working force, the moral make-up. Endow with new life what can be reached in that way. Bury that for which there is no sufficient endowment fund. No business can prosper if it is cluttered up with ghosts and dead bodies; least of all the printing business, than which there is no other that should be so charged with the life that will enthuse all other lines of business.

FRANKLIN PRICE.

There is an abiding lesson from the philosophy of life in happy old age enjoying well-earned repose in the sunset of existence, and there are few men who have better earned this joy, or who have had at all times so pleasant and so mellowing an influence on their friends and associates, than Mr. Franklin Price, for many years advertising manager for the North Western Railway. Mr. Price has been through every phase of printing, newspapermaking and advertising, and in his retirement from active work he still keeps in touch with the forces he knew so well, by personal correspondence, and there is no one so occupied or so busy that he can not lay aside his cares for a little while and refresh his soul in the calmness of spirit and cheerful good will that breathes in the letters of Franklin Price.

On the occasion of the anniversary of his eighty-ninth birthday, February 21, 1910, Mr. Price remembered his friends in a card with his portrait attached, reading as follows:

Compliments of Mr. Franklin Price,
On his eighty-ninth birthday, February 21, 1910.
Born in West Whiteland township, Chester valley, Chester county,
Pennsylvania, February 21, 1821.
Residence, 3539 Colorado avenue, Chicago, Illinois.

The attention this little token of good will received can be known only to those who witnessed it being passed from hand to hand, accompanied by warm-hearted expressions of regard. These incidents of life do not ordinarily see the light of publicity, but their influence is greater than we know.

"Who soweth good seed shall surely reap;
The year grows rich as it groweth old,
And life's latest sands are its sands of gold!"

PRONUNCIATION.

"Have you any of this?" said the man, entering the drug store and handing the proprietor a piece of paper bearing some writing.

"Yes, we have lots of it," answers the druggist, reading the word on the paper. "How much podophyllin do you want?"

"None at all, thank you. I simply wanted to decide a bet on how the word should be pronounced." — *Chicago Post.*



LOVE'S MESSAGE.

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CORRESPONDENCE

While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore, correspondents will please give their names — not necessarily for publication, but as a guarantee of good faith. All letters of more than one thousand words will be subject to revision.

MR. J. F. EARHART ON MR. E. C. ANDREWS' COMMENTS.

To the Editor: CINCINNATI, OHIO, April 5, 1910.

In the March issue of THE INLAND PRINTER, a Mr. Andrews takes occasion to make a few amusing comments upon my criticism of Mr. Hatt's work, "The Colorist." His chief defense of Mr. Hatt's book is, "if nothing had been written since the 'Color Printer' — twenty years ago — 'The Colorist' would indeed be valuable." And yet, he does not deny the fatal defects which I pointed out, and which make it impracticable. But instead, he finds fault because I did not mention some of his favorite works in the following reference to Mr. Hatt's book: "The work contains very little of artistic or practical value, that is not already found in the works of Chevreul, Von Bezold, Rood and others, including the 'Color Printer'." I thought it sufficient to refer to the best-known French, German and American authors, and added the words "and others" to cover those of less importance. I do not believe that any of the three works mentioned by Mr. Andrews contains a single important fact concerning color that is not already covered by at least one of the works I have mentioned.

Mr. Andrews supports Mr. Hatt's use of the word "contrast," by quoting the definition of the word given in the Century dictionary. But he fails to appreciate the fact that the word "opposition" does not of necessity mean *violent* opposition or *extreme* opposition. Colors or objects may be very slightly opposed to one another; and, in such cases, the "contrast" must be slight. I think the article on "Contrast," in the April issue, which is based upon much study, observation and practice, covers this point sufficiently well for the understanding of the intelligent reader.

Mr. Andrews thinks I have not been searching for the "good ideas," but for the bad ones, and that "a fair and scientific mind should not quibble over terms." Too bad, altogether, this quibbling over the meaning of the word "Contrast." But, in the words of Whistler, "I am not arguing the matter with you, but I am *telling* you" what *Contrast* means.

Mr. Andrews quotes a pragmatic illustration, which is a fair example of his keen understanding. "A live squirrel, supposed to be clinging to one side of a tree-trunk, while over against the tree's opposite side a human being was imagined to stand. This human witness tries to get sight of the squirrel by moving rapidly around the tree, but, no matter how fast he goes, the squirrel moves as fast in the opposite direction and always keeps the tree between himself and the man, so that never a glimpse of him is caught," etc. This is surely a metaphysical problem. A man moves rapidly around a tree and a squirrel moves as rapidly in the *opposite direction*, and yet, "never a glimpse of him is caught." I wonder why the man couldn't see the squirrel while it was passing in the *opposite* direction to which he was going? And yet, Mr. Andrews has just made clear to us what "opposite" really means.

It is not my purpose in the few contributions I will furnish THE INLAND PRINTER, to burden its pages with a lot of padding, in the form of complicated theories, mechanical formulas, diagrams, tables and technical phrases, gleaned from different works, because all this has very little practical value, and can serve only to confuse the reader. It matters not how or where a man obtains a knowledge of any art or craft, but to convey that knowledge to others, it must first be filtered through his own personal experience to be of actual practical value. Much reading upon the subject alone is not sufficient. Ideas may be formed in the reading that will not be borne out in the actual practice.

Very truly, J. F. EARHART.

THE APPRENTICESHIP QUESTION.

To the Editor: CHICAGO, ILL., April 5, 1910.

The April issue of THE INLAND PRINTER contained a set of rules governing apprentices, which, the introductory remarks explained, had been agreed to by committees representing the New York branch of the Printers' League of America and Typographical Union No. 6.

The trend of these rules should be especially refreshing to those who have noted with regret that printers' unions throughout the country heretofore have made the question of the number of apprentices to be employed the paramount feature of their contracts governing apprentices, rather than their welfare after employment.

As a member of the typographical union, I always have contended that the primary duty of the organization was to secure from employers agreements concerning apprentices which would not only help elevate the printing craft as a whole, but which would inure to the benefit of the learner to a degree that would make him an everlasting friend of the organization.

So far as the number of apprentices to be employed to a given number of journeymen is concerned, I believe this matter practically would be self-adjusting if foremen were required through agreement to see that boys were thoroughly drilled in each department, as specified in the New York rules. It is certain that the profit from the work of an apprentice in proportion to the money paid will not be greater than that from the work of a journeyman, if the apprentice is done justice in the matter of teaching. Indeed, is there any one to say that it would be as great? The apprenticeship question, then, would naturally become one of supplying the demand for competent printers. And it can be said truthfully that the union man who is anxious to create a scarcity of competent printers is just as much an enemy of the trade as the employer who refuses to employ apprentices because there is no money in them.

The great injustice done to many boys, not speaking of the incalculable injury done the business itself, by keeping them continuously at that which is most profitable to the office — a course which makes it impossible to discover whether the boy is capable of becoming a competent printer — should be sufficient in itself to influence the patriotic members of the trade to take a new grip on the apprenticeship question with a determination to put an end to the present deplorable condition.

FRIEND OF THE APPRENTICE.

PROOFROOM



BY F. HORACE TEALL.

Questions pertaining to proofreading are solicited and will be promptly answered in this department. Replies can not be made by mail.

A Strange Question.

L. K., writing from somewhere not stated, asks: "Is it correct to say, 'J. B. Smith's father and mother are visiting him'? If this sentence is proper, kindly state why; also give a correct form, if possible, if the sentence is incorrect." *Answer.*— This is called a strange question, because of inability to imagine a reason why any one should ask it about such a simple matter. Of course the expression is correct. It is no more questionable than any other regular association of the commonest words in the language. It may be, though, that the inquirer has heard that it should be "visiting with him." Both ways of saying it are correct, as any dictionary will show. If there is a choice, it is in favor of the form in the question, because "visiting with" might mean making a visit somewhere in company with the son, while the other way only one meaning is possible, paying a visit to the son.

Drome.

Professor Alexander Graham Bell, the telephone inventor, says: "In Canada we speak of a man droming from one point to another. The word aërodrome originated with a professor of Greek at Johns Hopkins University, and it means an air-runner. We call our flying-machines dromes — much simpler, and more correct too, than aëroplane. For the fore and aft curves in the aërodromes of to-day make aëroplane a misnomer. I think we shall all come to calling them dromes." Maybe the flying-machines will be called dromes some day, though in such use the word is merely short for aërodrome. It has no present authoritative standing as a word, although of course Professor Bell would not assert such use in Canada unless he knew such use. Those who use it may not always be conscious that it is merely short for aërodrome, but such it is, and it is plainly analogous to many other colloquial shortenings. Whether aëroplane will eventually be displaced as a misnomer remains to be seen. Many good reasoners might insist that it is not a misnomer. Whether it is or not, it is now current in reputable use as meaning a flying-machine composed of aëroplanes in the literal sense. All such new subjects open up fields for discussion before the new words demanded by them become established beyond question.

Responsibility.

"Bill," Brampton, Ontario, Canada, asks: "Is a compositor responsible for errors in his work that have passed the proofreader unnoticed and have been detected after the job has been printed? Who is responsible? Is a compositor responsible for any mistakes that the proofreader has failed to notice?" *Answer.*— The first and the last of these questions may be answered by the same word — no; and this implies only one answer to the second question — the proofreader. But that is not quite all that can be said on the subject. I have a dim recollection that many years ago one of the fairest employers in New York spoke to a compositor about an error that had passed the proofreader, and that all the compositors who knew it wondered how he could think of finding fault with anybody except the reader. Even then, however, no attempt was made to hold the compositor responsible, and that was the only time I ever heard of such a thing being mentioned to the compositor. I have heard occasionally of a proofreader having to pay for spoiled work, but not very often. Aside from payment of the actual money loss, the only way to enforce responsibility is by discharging the employee. Real responsibility is commonly left to rest with the customer, by printing the job only after he has seen and signed a proof, the supposition being that he will not approve it unless everything is satisfactory. But the customers must depend on the printers for freedom from typographical errors, and it is certainly to the printers' interest to make their work correct. Every employee should be deeply interested in securing correctness, not only from a sense of responsibility, but from proper pride in the quality of the work. This way lies success in any undertaking. However, if compositors did not make errors there would be no need of a proofreader; and since the proofreader is employed simply to correct errors, to him belongs whatever responsibility may be enforced. Jobwork should be read slowly, letter by letter; whole words can not be verified at a glance in large or display type as they can in ordinary small type.

A Possessive Abbreviation.

L. P. K., San Francisco, writes: "I herewith ask two questions in dispute in the composing-room of the office I work in, and trust you will answer them in your next issue. In using the abbreviation Co. for Company followed by the sign of the possessive, should or should not the period be used before the apostrophe? K. T. Brown & Co.'s rugs, or K. T. Brown & Co's rugs? I contend that the latter is wrong, for the reason that the period is used after every abbreviation. Am I right or wrong, and why? In speaking of the business firm of the Eureka Lumber Company should it be dealers in or dealer in, and why?" *Answer.*— This letter was written in March, almost as the last forms for April went to press, consequently too late for answer in the issue next after the date of the letter. Such requests are very common — for answer in the next issue — though every one should know they can not be complied with. Answers for one month's number must be written before the first of the preceding month. The possessive form inquired about should be Co.'s, not Co's, for the reason stated in the letter. An abbreviation should be shown to be such by the use of a period after it, except that a few real abbreviations of names are properly treated as merely short familiar forms, as Al for Alfred, Fred for Frederick. Co. is the form always used for the simple abbreviation, and the possessive form does not make it less correct. In work done for the writer of this answer omission of the period would be counted absolutely wrong, and would not be accepted by him in personal work — that is, in work that he personally controlled. At least one man high in general estimation, however, has publicly expressed the contrary opinion. Theodore L. De Vinne, in "Correct Composition," says: "A common fault in double pointing is putting a full point before an apostrophe and the possessive *s*, as in Co.'s. The word Company may be abbreviated to Co. and in the possessive to Co's (although this should be tolerated only in a very narrow measure), but Co.'s is superfluous." This is based on reasoning that does not appeal to the writer,

who is absolutely sure that the only accurately expressive form is Co.'s, and who would not — could not — be persuaded to discard any accurate form in favor of an inaccurate esthetic fallacy. He would like to be able to brand Co's as absolutely wrong (it is so to him), but this can not be fairly done, because the comparatively few people who favor it may eventually succeed in making it common. It is not now common, however, and those who conform to prevailing practice will make it Co.'s. The other question must be answered more uncertainly. The correct procedure by a proofreader will leave dealer or dealers according to copy. A company may be treated in either way,



A ROCKY HILLSIDE.
Forest of Fontainebleau, near Barbizon, France.
Photograph from painting by J. F. Earhart.

according to whether the speaker or writer thinks of it as an aggregation or of its members as individuals. In the first case he will say dealer, and in the second dealers, and will not be wrong either way. The present writer favors dealers, because he thinks that the notion of a plurality of persons concerned is always present. He would never think of dictating one way or the other, or of insisting on a change in any other person's expression, unless the idea of singularness or plurality might happen to show plainly in contradiction of the form used, as it seldom will.

CONCERNING FRESH AIR.

This is a little talk on air, by the Chicago Department of Health. It will tell you some things that are worth remembering. Nothing is more common than fresh air. Nature has provided it in abundance for all who will take it. A noted doctor says: "There is no one thing so potent to prevent disease, so effective in maintaining a healthy action of the whole body, so powerful to heal sickness, as fresh air. We all need it, we all have to have it whether sick or well; and the more sick we are, the more fresh air we need. Nothing stimulates the heart better than a current of fresh air upon the face. It reddens the blood, improves the secretions, aids digestion and meets most of the things needed in the treatment of consumption and pneumonia. Bad air causes disease. Consumption, pneumonia, bronchitis and catarrh are bad-air diseases. In warm pleasant weather, when people are out of doors most of the time and have their homes and work places open for the admission of plenty of fresh air, there is little of pneumonia in Chicago. But when cold weather comes on and the windows and doors are kept closed, then the death-rate from pneumonia is frightful. Bad air is the cause of colds. People who get plenty of fresh air seldom have colds.

Sewage flowing into pure water pollutes it. So, the air we exhale from our lungs pollutes the air in the room. Put only ten drops of ink into a glass of clear, pure water, and it will color it so that you would not care to drink it. But put in fifty drops, and shake it up and you would not drink it at all. This will give you an idea of how the impure air from the lungs of any number of people in a room mixes with the pure air, and makes it dangerous and unfit for breathing. There must be a supply of fresh air constantly coming in to take the place of the foul air which in all cases should be permitted to escape near the top of the room.

PAPER-BOX MAKING

BY CYRILLE DION.

The economics of the paper-box making industry, practical notes and suggestions on paper-box making and answers to inquiries regarding paper-box making, are the purposes of this department. Contributions are requested.

Why This Department?

We have been asked to define the " aims and objects " of this department of THE INLAND PRINTER. Briefly, it is intended to publish such items of interest to paper-box makers as will help them to keep abreast of the times in all matters pertaining to the industry and will serve to bring them closer together. The only medium through which a busy man can keep himself well informed on improvements in machinery, processes and designs used in his vocation is a live trade paper, as this publication has always been. It is desired to publish here all such matter as will aid paper-box makers everywhere so to conduct their various shops as to reduce cost and expenses and increase output and profits. Lengthy essays will be avoided, and the department will be conducted in a spirit of fairness to all, without partiality to any single manufacturer or any group of men. Reasonable requests for specific information in the line of paper-box making will be carefully studied and complied with whenever possible, to the end that every one connected with the industry may find pleasure and profit in reading these pages of THE INLAND PRINTER.

New Coating for Binder's Board.

A coating for binder's board may be made by combining one hundred parts each of camphor, mastic and acetic ether, mixing it with fifty parts of bleached shellac and ethyl ether and two hundred parts each of guncotton and acetone. The mixture may be softened by the addition of castor-oil. It is not such a harmless mixture, however, that it may be carelessly handled.

Cheap Fire Protection.

An effective fire-extinguishing compound may be made by combining twenty pounds of common salt with ten pounds of muriate of ammonia and seven gallons of water. The mixture should be put up in sealed bottles or jars and set in convenient places about the shop, ready for instant use. To smash the bottles will release the fluid, which prevents combustion by quickly taking up the oxygen in the surrounding atmosphere. It is said to be very cheap, easily prepared and not dangerous to handle.

Price-cutting.

The perennial revival of discussion on price-cutting is upon us with the breath of spring. For months to come we shall hear it derided, denied, defined, disapproved — we had almost said something stronger — and the deriders, deniers, definers, disapprovers — and others — will proceed to sharpen their knives and cut again as they have cut before, with both cheerfulness and dispatch, rather than let the other fellow get the job. Everybody knows that bids should be carefully based upon the cost of material and labor and the quality of both, and the price for turning out a job should always give a fair return for the capital invested, and it is not beyond belief that many paper-box makers do not figure these items closely enough for their own good. The purchase of material in large quantities always gives the large manufacturer an advantage of better prices, which a discount for cash increases. Up-to-date plants, saving time and turning out more quickly, add to this advantage, but, on the other hand, the expense account of the smaller shop is not so great as that of the larger, and it is not so difficult to keep it working. We have known of shops whose prices have been cut at times to the smallest of margins rather than let the help become scattered through a lay-off at the wrong season of the year. It is probable, therefore, that while this discussion may be interesting it will scarcely be effective in stopping the practice. It seems to us that each must be his own judge of how far he can cut his price. He is best qualified to judge of his capacities and his costs, allusion to which brings us to a subject we shall discuss next month.

Boxboard for Ceiling Decorations.

A new use for boxboard has been devised and a patent obtained therefor, by Mr. Arthur H. Pitney, of Chicago, and is an ingenious adaptation of paper boxes to ceiling decoration in dining-rooms, halls, library and living rooms, or dens. A sheet of lined strawboard is scored by an ordinary scoring machine and so folded along the scores as to

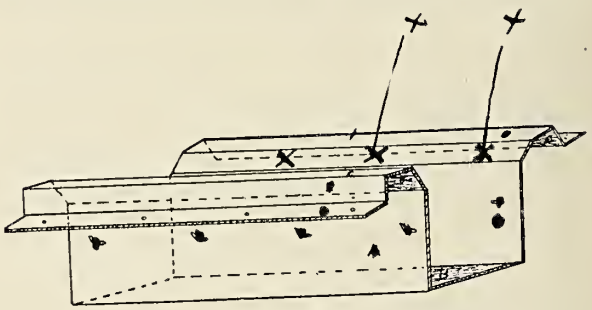


FIG. 1.

make a box forty inches long, open at top and ends, and having a flange or flap on each side (Fig. 1). It is reinforced by a smaller box, having four sides and open at the ends, which is placed inside it at places where joints appear (Fig. 2). It then represents a section of a beam forty inches long, and four inches square, with one-inch mold in the angle, to which other sections may be added very much as one joint of stovepipe may be added to another. After being bent or folded into shape, it is fastened to the ceiling

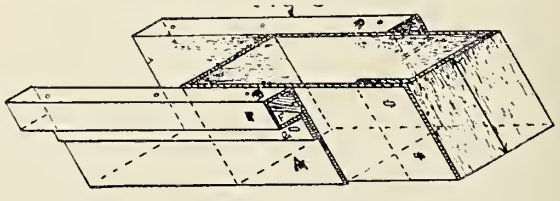


FIG. 2.

by screws, which extend through the flap (as at X, in Fig. 1) on both sides into the lath. The edges of the flap are then glued down to the side of the box, and the beam is absolutely rigid and secure, so that it can not warp, twist or pull loose from the ceiling. Fig. 4 shows a finish used around the edge of the ceiling, and is made by breaking off the two side-pieces shown in Fig. 1. One piece is placed in the angle of the ceiling and the other reversed, to appear

as if supporting the beam. The beams are then glue-sized and the joints covered with muslin, thus presenting a perfectly smooth surface, which is covered with paper veneer, made in imitation of the natural mahogany, straight or quarter-sawed oak, grained in golden, antique, Flemish, swamp-green, early English or Mission finish, to match the finish of any room in which it is used. It is light

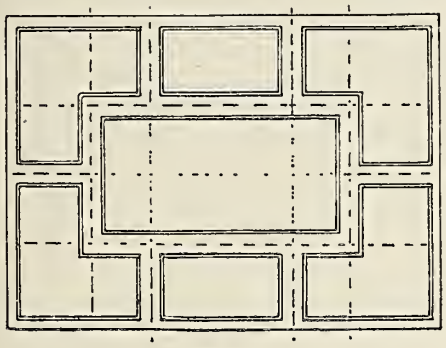


Fig. 3.

and easily handled, and requires no mitering or carpenter work, when completed presenting the appearance shown in Fig. 3. The design of the ceiling may be varied according to the taste of the owner. The distributers are the Alfred Peats Company, of Chicago.

Licorice-root Waste for Boxboard.

The J. S. Young Company, of Baltimore, Maryland, manufacturers of licorice paste, have decided that cast-off licorice-root will make a good grade of boxboard, and have arranged to establish a plant for the purpose of making such board, at a cost of about $200,000. A building will be erected, after the latest designs in mill construction, and the most improved machinery installed. It is reported that the new mill will be largely devoted to making fiber boxes for shipping purposes.

Paper-box Makers and Printers.

In language unmistakably emphatic, a correspondent deprecates the idea of printers taking up the business of paper-box making. He does not approve of it. It seems not to have occurred to him, however, that he is taking the wrong fork of the road. We do not discover that the printer voluntarily takes up the work of paper-box making, but we do observe that the paper-box maker is entering the field hitherto occupied by the printer, and we believe that he is doing so with more or less reluctance, inspired by the force of the " survival of the fittest " principle. The reason is plain. Where a thousand cartons were used ten or fifteen years ago, a million are used to-day. The expense of the printed and pasted label, due to its cost of manufacture and affixing, leaving its insecurity out of the consideration, added to the decorative possibilities of the directly printed legend, has forced it out of use in certain lines. The maker of cartons, having a contract for a large number of them, can not afford to make his carton, send it to a printer to be decorated and labeled, return it to his shop, and then ship it. The margin on large orders is small, and no extra expense must be incurred. There is nothing left for him to do, except to install a printing department wherein his carton may be printed either before or after entering the boxmaking machines, as to him may seem best, and then be passed to the shipping-room with as little expense for handling as is possible. These forces which compel the paper-box manufacturer to go into the printing business work inversely and under many circumstances compel the printer to go into the paper-box making business. Machines are being introduced which make it more and more possible for the printer to go into this field. It is not the part of The Inland Printer to offer encouragement to printers to go into boxmaking, binding or engraving. Circumstances determine printers and boxmakers on these questions. The Inland Printer seeks to meet the demands of the trade, and to build up the opportunities of the paper-box maker and the printer, and not to encourage any destructive competition.

News Notes.

The Winona (Minn.) Box Company has been recently incorporated.

The Banner Folding Box Company, at Cincinnati, is a recent incorporation.

A new boxboard mill has been started at Katka, in Finland, which has a capacity of forty-five tons of board per day.

The California Paper & Boxboard Company, at Antioch, California, is increasing its plant and preparing to market several new specialties.

A new company is about to be started in Philadelphia, Pennsylvania, under the title of the Pioneer Paper Box Manufacturing Company.

Middletown, Ohio, is expecting to have another board mill, which will be financed by local capitalists. It is planned to be of large capacity.

The Charleston Paper & Box Company, Charleston, South Carolina, has been incorporated and has purchased a considerable machine equipment.

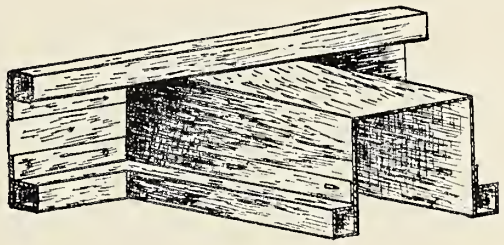


Fig. 4.

A new substance for making paste for use in the manufacture of paper boxes, has been put on the market in London under the name of " Ceralac."

It is expected that a large strawboard mill will be built at McPherson, Kansas, which will be especially equipped for the manufacture of egg-fillers.

The new mill of the Western Board & Paper Company, of Kalamazoo, Michigan, has been started, with a five-cylinder Beloit machine, ninety-six inches wide.

Christian Steinmetz, at Wheeling, West Virginia, is putting up a new four-story steel and fireproof building, 66 by 86 feet, to be used for both paper and cigar boxes.

Wheeler & Wieder Company is the name of a new concern beginning the manufacture of paper boxes at Magungie, Pennsylvania, with very flattering prospects.

Some of the manufacturers have put unusually handsome Easter candy-boxes on the market this spring, and some very artistic designs have been begun for holiday trade.

Thomas Bishop, of Birmingham, England, has invented a new box-banding machine, which is fitted with a patent automatic cut-off, and which can be worked easily by hand, if desired. It can be altered from size to size by

a single turn of a side lever, and is said to increase the output with a considerable reduction in labor cost.

J. AND A. CHRISTIENSON have purchased the stock of the National Box & Binding Company, of Sheboygan, Wisconsin, and will largely increase the capacity of the plant.

THE Marietta (Ga.) board and paper mills, which have been closed for some time past, have been reorganized and will soon begin operations anew under control of local capitalists.

THE Knerr Board & Paper Company has started its plant at Kokomo, Indiana, after a long shut-down, during which new machinery has been installed, at a cost of $60,000.

THE Browne & Stewart Company, of Cincinnati, has added to its business a boxboard department, which will be under the personal management of Mr. John M. Boswell.

CRAWFORD FAIRBANKS, of Terre Haute, Indiana, and his associates have their new strawboard mill at Alton, Illinois, now fairly under way. The plant will cover thirty-five acres.

CHARLES FALKENBERG, shirt manufacturer, of Little Valley, New York, has built a complete paper-box factory, the output of which will be used solely to supply his own requirements.

AT Grand Rapids, Michigan, the new machine of the American Boxboard Company is being installed, and the plant will employ one hundred and fifty hands on corrugated board and paper.

A NEW corporation has been formed, with a capital of $50,000, to manufacture fiber-board specialties and boxes. It is called the Taconic Manufacturing Company, and will establish an up-to-date plant.

THE Automatic Paper Box Works has been incorporated in Chicago by Edward J. O'Neill, William Friedman and T. H. Hardy, for the manufacturing of paper boxes, receptacles and boxmaking machinery.

THE Michigan Boxboard Company, of White Pigeon, Michigan, has put out a bond issue of $100,000, to pay for new board machines which have been installed and which have a capacity of fifty tons a day of board with 112 inches trim.

THE firm of E. C. Gutland has been incorporated to manufacture paper boxes and pasteboard novelties, at Rochester, New York, with a capital of $75,000. Among the incorporators is J. A. Levis, of Rochester, who is well known as a paper-box maker.

THE National Boxboard Company, of Middletown, Ohio, is said to have bought out the plant of the White Mountain Paper Company, of Portsmouth, New Hampshire, for the purpose of establishing an Eastern branch for the manufacture of packing-cases. The capital stock of the company has been increased to $200,000.

THE wooden-box makers are sometimes hard put to it to overcome the advantages presented by the fiber packing-case for certain uses, and the wire-bound wooden box, made of quarter-inch lumber stitched to cleats with wire, and further stayed by binding with wire, is being vigorously pushed. The courts have decided that the patents for this style of box belong to a Chicago man, William P. Healy.

"ADEZOL" is the name given a glue now in the British market for use in making tea-boxes, square bags, envelopes and gummed papers. The process of its manufacture seems to be a trade secret, but it is claimed for it that it is exceptionally glossy, quickly adhesive, odorless and tasteless, for which reasons it is especially well adapted for wrapping food products, and for use on hard glazed papers. It is easily reducible by cold water.

THE Chinese Imperial Bureau of Engraving and Printing, at Pekin, China, has awarded a contract for Brown & Carver paper-cutters to the Oswego Machine Company, of Oswego, New York. Another feather in the cap of the American manufacturer.

ONE of the latest uses to which folding boxes have been put is the delivery of single pies to purchasers. They have proved so useful in promoting cleanliness and preventing injury in handling, to say nothing of the ease of transportation, that they are becoming deservedly popular. Pie-dealers who have used them assert that their use has increased sales, by convincing the housewife of the dealer's efforts to insure cleanliness, which has frequently resulted in her calling for other goods.

THE Bryant Paper Box Company, of Westfield, Massachusetts, has just completed its new factory, which is four stories high, built of brick and iron, 110 feet long and 40 feet wide. It will be used for the manufacture of paper boxes, of which the company makes a number of specialties, notably paper cigar-boxes. About one hundred hands will be accommodated in the new building, and the machines will be run by electricity, individual motors having been installed throughout the plant.

THE demand for paper boxes seems to have increased rapidly of late, and the consequent improvement of business is shown in the starting up of several mills that have been shut down and the projection of some new mills under such conditions as seem likely to insure permanent success. At the same time, a number of new concerns have been started for boxmaking, and new capital seems to be available without difficulty. Nearly all the box-makers report a satisfactory volume of business, and some are run to their utmost capacity.

THE Germans are turning out a thin, handsomely finished board, for use in making ornaments, toys and novelties formerly made in papier-maché. Many of these are sold in America, and attract much attention because of their finish. This board is finished in imitation of cork, bark, leaves, the hulls of nuts and the skins of vegetables and fruits, bearing a marvelously close resemblance to nature, and orders are even now being placed for board to be used in making holiday novelties and birthday souvenirs. Much of this material is being used for cigar-holders, being tipped with wood or goose-quill, and being designed to be thrown away after once using.

THE PRINTERS.

Everybody works but the printers;
They sit around all day,
Always making promises,
Expect to "ship next day."
Customers keep on calling,
New stories they must tell;
Everybody works but the printers.
Yes, they do like h——!

— An unexpurgated contribution.

Everybody works the printers,
Because they can't say "Nay";
They work and plan for every man,
Then take what their customers say.
Everybody works the printers,
And the printers work for love;
Yet they think they're making money —
Yes — like the feller says above.

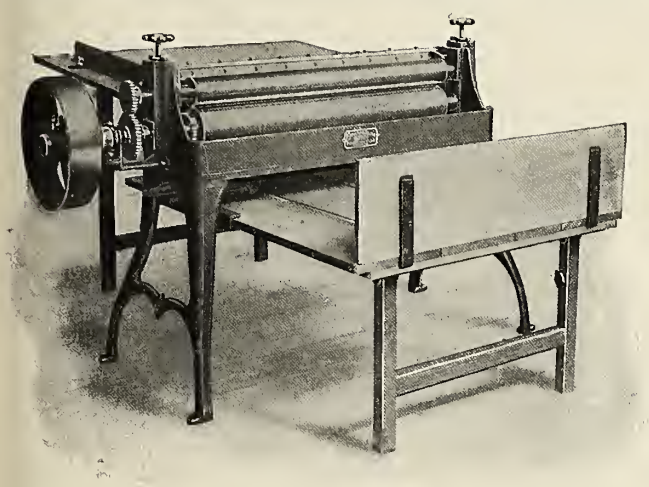
Written for The Inland Printer.

TREATMENT OF PAPER AND CARDBOARD FOR THE PRESERVATION OF FOOD.

BY M. D. K.

THE passage of the pure-food laws by Congress in 1906 centered public interest on the methods used by manufacturers in preserving all kinds of foodstuffs. While this law was intended to abate the excessive use of adulterants and preservatives, we find other manufacturers unaffected by this law using ingenious methods of keeping the freshness and flavor of goods so as to make possible their transportation to great distances, such as to the tropics and the coasts. Since the climate at these places is very humid some means against dampness and vermin had to be provided. This they obtained by wrapping their product in paper and packing in cardboard boxes coated with some moisture and vermin resisting material, such as paraffin wax or silicate of soda.

The increasing scarcity of wood in recent years has compelled the use of some other material for shipping-



Paraffin-coating Machine.

cases. This has brought into use the heavy cardboard and corrugated cardboard container or shipping-case, the economical manufacture of which has been made possible by the invention of special machinery. To make these cases proof against rats, mice, vermin and dampness, a thin coating of silicate of soda is used and has been found to give absolute protection. Rats and mice will not even gnaw at a case so coated, though it contain foodstuffs.

The making of these food containers as large as 24 by 24 by 30 inches, from coating the board to the finished box, is most interesting, but does not come within the subject of this article.

People declare that the day of the paper-bag is over; the box is here. "Take it home in a box" is a phrase that applies to almost any commodity in this day of intelligent care for detail and wise advertising methods. We see manufacturers of biscuits, crackers and wafers advertising their goods to be just as fresh as when they come from the oven. This is made possible by wrapping in waxed paper and placing in a paraffin-coated box. All the popular breakfast foods that are roasted and have to be kept dry are packed in moisture-proof boxes. Oatmeal and cereals have to be kept free from moisture and vermin, the protection being obtained in a similar manner. Manufacturers of candy have long used paraffined paper and cardboard to preserve the flavor and freshness of candies.

The list of the uses of paper and cardboard coated with paraffin or silicate of soda seems almost endless, and suggests other fields for all kinds of coating materials. The grocer puts butter or lard in a paraffin-coated paper box and covers it with waxed paper. He also puts pickles in a similar box. Coffee is protected from moisture in coated paper; the fruit-dealer delivers berries in a paraffined cardboard berry box. Butchers are beginning to use a moisture-proof paper in addition to the regular wrapping, and they say it keeps the meat better; the baker delivers his cakes and pies on a wax-coated cardboard plate or in a coated box. The fishman sends oysters in a waterproof paper box, the milkman uses a paraffined sealing-cap for his milk bottles, or if very up-to-date he uses a cardboard milk bottle, which is thrown away when emptied. Ice-cream "to take home" is put in a moisture-proof box. Even the street vender puts up popcorn in a neat waxed-paper box. Cigars for summer use at sea or lake shore are often packed in individual damp-proof papers and cigarettes in coated boxes. Fine paper for office or drawing-room is usually put in paraffined paper or boxes; photographic plates, films and printing-papers are protected in like manner.

The uses enumerated here give some idea of the variety of ways in which coated paper and cardboard can be used, and this use is constantly increasing wherever protection or a semi-airtight package is required.

The beginning of this wide demand for cardboard and paper having a moisture and vermin resisting coating brought into existence the paraffin-coating machine. This is a most economical device, and coats sheets of cardboard or paper on one or both sides, as required, in one operation. It is practically unlimited as to the class of work it will do. Paper of any kind can be coated, such as tissue and manila paper, straw or wood-pulp board, lined or unlined, as thin as the most delicate tissue-paper up to board three-eighths of an inch thick. The coating is easily and quickly regulated to any desired thickness and can be adjusted to the thinnest film. Thus a great saving in material is effected, which is the most important item in running such a machine. Where it is desired to have a narrow margin of stock left uncoated, so as to permit of its being glued when being made into boxes, the machine can be readily adjusted to accomplish this.

The machine is not limited merely to coating with paraffin, but is made to coat with silicate of soda or tinted solutions. Cut-out stock can be coated on one side without coating on the reverse side. Stock for very small boxes is coated first and the box blanks cut from it afterward, as the saving in time more than overbalances the loss of coating material on the waste stock. Sheets can be coated at the rate of one hundred per minute, size 26 by 38 inches, and is done equally well on one or both sides in one operation.

The feed-table shown at the back of the machine in the illustration, and the receiving-table in the foreground, are made of the best white wood, highly polished. The large reservoir for melting the paraffin wax is heated usually by steam, but it can be arranged for gas or electricity. The best materials are used in the construction of this machine; the journals are ample in size and run in phosphor-bronze boxes, which are made so that all wear can be taken up; the rolls are ground smooth and true. The machine is made in several sizes. A more elaborate machine is made for coating paper in the roll, though the principle is the same.



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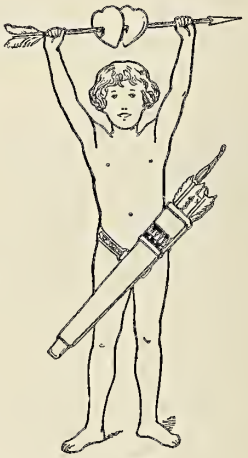
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Vignettes by the typefoundry of Emil Gursch, Berlin, S. W. Reproduced by zinc etching from *Schweizer Graphische Mitteilungen.*

MACHINE COMPOSITION

BY JOHN S. THOMPSON.

The experiences of composing-machine operators, machinists and users are solicited with the object of the widest possible dissemination of knowledge concerning the best methods of getting results.

Matrix Transpositions.

An Idaho operator writes: "I am a machinist-operator and have charge of a new, low-base, model No. 5 that was installed last May. The machine is running fine, but what I want to ask about is the transposition of the spaceband and the last letter in a word, which occurs quite frequently. The spaceband falls too quickly and beats the last letter of the word down. This does not happen when I am operating slowly, but as soon as I keep the elevator hung up I get spaceband transpositions. I use both thumbs and all my fingers, except the fourth finger on my left hand. I use the third finger on my left hand for the spaceband. I have heard the same fault found with other low-base model No. 5 machines, so I do not think it is my method of operating that is at fault." *Answer.*— Your trouble is not due to the spaceband coming too fast, but rather to the last matrix being retarded just as its upper ears are coming to a vertical position. This slowness of the upper part of the matrix allows the lower end of the spaceband to reach a position between the last matrix and the one which preceded it into the assembling elevator. To prevent this condition, bend upward slightly the lower points of the chute-spring.

Elevator Adjustments.

An Ohio operator writes: "I am enclosing you a slug that does not look good. Now, I get only perhaps one or two slugs like this in an eight hours' run. I got one slug yesterday that was cast just half-way, and, upon examination of the matrices, could find nothing wrong with them. I have examined matrices and am enclosing you two sample matrices to show you how they look. I can not see where it is shearing matrices any, and have looked at first-elevator adjustment and find it O. K." *Answer.*— The shearing of the ears of the matrices is noticeable. The lower back ear is damaged when the mold-disk moves on the studs, also the traveling combinations or teeth show wear. The slug shows that when the line was cast the matrices were not opposite the mold cell. To ascertain the cause of the trouble we suggest the following line of treatment: Remove the four screws which hold the mold to the disk; take out the mold, wipe the base of the mold clean and the part of the disk it has contact with. Remove the moldkeeper and clean its upper edge and also the part of mold it has contact with. Place the moldkeeper in position and raise it to contact with the under side of the mold. Place the mold in the disk, and before tightening the four screws, turn down on the three screws which press the cap of the mold. Tighten the four screws and then drive them tighter with a piece of brass rule. This operation insures the proper position of the mold. Next close the vise and vise jaw and start the machine. When the mold-disk moves forward on the studs, stop the machine. In this position the pot should not yet be forward. Raise the first elevator and note the space between the face of the mold and the vise jaws. There should be no more than about .010 of an inch, or about equal to the thickness of two pieces of proof paper. If you find this space is greater than it should be, it may be corrected by moving down a trifle on the eccentric-pin lever, which will be found behind, near the gear cam. It is important that this adjustment be not altered, except as stated before. The next step is to determine the correct position of the first elevator. Set up a line and stop machine just immediately before the cast takes place. Note how much space exists between the vise cap and the screw in the first elevator. This space should be at least one sixty-fourth inch. If found insufficient, raise the screw (turn it up a trifle). Having gone through the foregoing operation correctly, it should prevent further trouble to the matrices at that position. The damage to the matrix teeth is slight and may be due to faulty alignment of the first and second elevators.

Linotype Troubles.

A Canadian machinist writes: "I am sending you in this mail some Linotype parts, which I hope you will be able to give me some information on. (1) Can you tell me how to overcome the porous body on fourteen-point eighteen ems (slug enclosed)? We had a new pot put on this machine and have found difficulty ever since with slugs over ten-point. (2) I cleaned out the pot and found, instead of the usual hole at the back of the well, two small ones, about one-quarter inch or less, in front. The vents are all right and mouthpiece holes quite large and clean. Kindly let me know where I might get a tool to enlarge these holes in the well, or if it would be advisable to do so? (3) In regard to the enclosed spacebands, I found the night operator had broken nearly a dozen of them, and so far I have been unable to locate the cause. The transfer from first elevator is O. K., and they do not seem to bind in any other part. I never had one break in this manner before, and am at a loss to understand it. Would it not be practical to have them brazed? (4) I have had a great deal of trouble with the short finger in the line-delivery carriage bending. The carriage does not go over too fast, and the rails in the intermediate channel are in good shape, so that the matrices should not catch. I have set the assembler so that the operator can not put through a tight line. (5) The enclosed matrices (m quad and cap T) commenced suddenly to wear on the front combination, as you can see, and, on asking an expert machinist's advice, he told me, after making sure that the different points of transfer were O. K., to see if both rails in distributor box were alike, and if not, to grind the high one down. I have done this and put in new matrices and find the same trouble again, but not quite so bad. I looked for trouble where matrices ride on to distributor bar, but this seems O. K. An explanation of this difficulty will be much appreciated. (6) I had considerable difficulty with the lower-case 'o' on one keyboard running away, and, when the usual remedies did not cure it, I took the cam frame off, as well as the key-lever. The key-lever and the key-trigger work freely, but the keybar acts as though it were bent and remains down long enough for two or three matrices to fall. I made a small weight of a piece of rule and put it on the key-lever, as a temporary remedy, but would like to know the best way to repair it without taking the keyboard off. The keybar is of the new weighted type." *Answer.*—(1) The porous condition of the fourteen-point slug may be remedied to some extent by cutting auxiliary vents in the mouthpiece.

Cut these with a knife-blade and hammer, for better results are obtained than by using the ordinary cold-chisel. (2) If there are two quarter-inch holes in the well, that should be sufficient, and we would not advise any addition to them. (3) The spacebands have fresh bruises on their edges, suggesting a possibility of force being used in separating the matrices and spacebands after a squirt. One of them shows a bend which could not have occurred during the transfer of a line. The broken one could be brazed by a skilled mechanic. (4) We are inclined to believe the cause is due to the impact of the drive to the left being received by the finger rather than by the leather washer on the piston. If you find that the washer in the air-chamber does not stop the carriage, so the inside edge of the finger comes just within the elevator-jaw pawls, you should add to this amount. In other words, the carriage should stop, because the leather washers strike the bracket instead of the fingers and line stopping it. If more than normal force is required to knock the stopping-pawl off of the stop-lever, see that the clutch is kept free from the gummy substance, which causes it to carry over too far; this makes the stopping-pawl and catch hold so tight that it requires a greater spring stress to detach them. (5) The damage to the matrix combinations may be caused by the rails of the second elevator and distributor-box bar becoming bruised. Examine these rails, and, if found damaged, remove them and put in new parts. (6) If the keybar does not work freely when the cam frame is off, remove the bar and key-lever; if either are found to be bent or rusty, straighten or polish as the case requires. No additional weight should be attached.

Touch System of Operating.

A Los Angeles operator writes: "Some time ago I wrote you with reference to thin matrices being bent in the distributor box. You advised putting on a new matrix-lift cam. I did so and since have had absolutely no trouble. It has been running for over a month now. My heartiest thanks for the suggestion that remedied this nerve-trying trouble. Before putting on a new matrix-lift cam, I was having a dozen or two bent matrices every day. I have also put on the new-style lower magazine matrix assembling pulleys, those with the solid bearings. They work like a charm, and do away entirely with that miserable noise made by the ball-bearing variety. I would advise all operators working on double-deckers to discard the old style for these new pulleys. It is worth every bit of money expended. I noticed in a recent typewriting and shorthand magazine that Mr. H. Otis Blaisdell, of New York, made a typewriting speed of 103 words per minute for one hour, the 103 words being his net speed after he had been penalized five words for each error. Figuring a word as three ems, and I think words in miscellaneous matter will easily average that, this would make a speed of over eighteen thousand ems per hour. A typewriter keyboard is admittedly harder to operate than a Linotype keyboard, due to the fact that the keys have to be punched down. How is it then that in typewriting contests speeds are made far above that of the swiftest Linotype operator? Personally, I have for a long time thought it was due to the keyboard arrangement of the keys of the typewriter, enabling an operator to use the absolute touch system, the letters being arranged so that they are about evenly divided between each hand and in such a way that the hand does not have far to travel. Until the Linotype has some such arrangement I do not think typewriting speeds can be reached. I know well enough that to change the present keyboard arrangement of the Linotype would be a big undertaking, yet it seems to me that the benefits derived from it would justify the temporary confusion and trouble. I for one would like to see the keyboard arrangement changed, and would be willing to learn the new arrangement. The Monotype now has the typewriter arrangement. I wish other operators would speak up on the subject." *Answer.*— There is one obstacle to the application of the "touch" system to the operation of the Linotype and that is, that the keys are so sensitive that the slightest touch will bring a response, and the "touch" system is based on the operator keeping certain fingers in contact with certain keys at all times.

Matrices.

An operator writes: "(1) After running the machine for a short while, I find a sort of brass dust, which comes from the top of the lower inner ear of the matrix. The matrices are roughed up and stick a little in the magazine channels. It does not seem to affect the alignment. The first elevator descends low enough for the ears to fit in the aligning grooves of the mold, but when the alignment is made, it seems they hit too hard on top of the groove and just mashes them over. Some of the high places on the cam, No. 9, are mashed or worn; could this have anything to do with the trouble? (2) My slugs are very porous, and I have trouble with sunken letters. Could I get antimony or tin in the right proportion and mix, or had I better send in a pig to the house where we get our metal and have them send toner. We use nothing but Linotype metal, and have about five tons. (3) Have trouble with matrices not responding, caused by dirty or sticky channels in the magazines. Spend quite a little time cleaning the magazines and matrices, but in a day or two have the same trouble. Am using a coarse, flaky graphite, which I think is the cause, as I keep the machine free from grease and dust." *Answer.*—(1) The damage to the lower inside ear of the matrix is not due in any way to cam No. 9; it is usually caused by tight lines. The last matrix in the line does not descend as low as the rest of the line and is damaged by the mold. To prevent this trouble, set the assembler slide a thin space less than the face measure of your slugs and see that the adjustment of the vise automatic stop is such as to prevent tight lines casting. (2) The fact that your slugs are spongy, and that you occasionally have sunken letters, does not indicate a lack of tin in the metal. It is usually caused by some difficulty with the casting mechanism. Observe the following: Clean the plunger daily; clean the cross-vents in the mouthpiece with a pointed instrument, so that the air may readily escape from the mold. Keep the metal to proper height in the pot. Keep the hole on the side of the well open, so that the metal may flow into the throat. Replace the plunger, if it shows that it is worn. Do not have the metal too hot. By observing the foregoing it is quite possible that you will not have spongy slugs. (3) To clean the magazine and matrices involves the following operation. Remove the matrices and stack them in a galley, usually in two rows. With a clean cloth, moistened with either gasoline or alcohol, rub the ears until they show bright; then, with another dry cloth, apply a small quantity of graphite to the ears and rub until the surplus disappears. Place another clean galley on top of the matrices, and, by quickly turning the galleys over, the opposite side of the matrices are exposed. Clean and polish this side in like manner. The magazine may be cleaned on or off the machine as desired. If you clean it on the machine, a piece of wrapping-paper may be placed under the forward end of the magazine and brought over the keyboard to catch the dust. The magazine entrance, when opened, may also be covered by a piece of paper for the

same purpose. The pi-tube entrance or spring should be removed, and the escapement covers raised before the brushing out begins. Use the brush with vigorous strokes, and occasionally wipe the bristles with a clean cloth. When the magazine is found to be free from dust, the escapement covers and parts carrying the pawls may be brushed out with gasoline, to remove the dirt which usually lodges at these points in the channels. Following this, the brush may be used again, to put a polishing coat of graphite in the channels. In this operation so many fail. The liberal use of graphite in this case is the cause of ill success, as a quantity of free graphite remains in the magazine and clogs the channel, which, in a short time, causes the matrices to fail to respond. Use the graphite sparingly.



A PRINTER'S HOME.

Residence of W. Donald, Linotype operator, McKinney, Texas.

Dixon's special graphite, No. 635, is the only grade to be used on the machine. It may be procured from the Mergenthaler Company for 50 cents a pound can.

Recent Patents on Composing Machinery.

Matrix-reversing mechanism.— J. G. Holbourns and H. A. Longhurst, London, England, assignor to Linotype and Machinery, Limited, London, England. Filed July 15, 1907. Issued March 15, 1910. No. 951,948.

Linotype Matrix.— J. R. Rogers, Brooklyn, New York, assignor to Mergenthaler Linotype Company, New York. Filed May 4, 1909. Issued March 15, 1910. No. 951,968.

Clock-controlled Heating System.—A. A. Hill, New York city. Filed May 25, 1909. Issued March 15, 1910. No. 952,195.

Matrix-leveling Device.— C. Muehleisen, Berlin, Germany, assignor to Mergenthaler Linotype Company, New York. Filed January 13, 1910. Issued March 15, 1910. No. 952,271.

Distributor-box Lift.— R. F. Wilson, Albany, New York. Filed June 28, 1909. Issued March 15, 1910. No. 952,397.

Pot-mouth Wiper.— D. S. Kennedy, Brooklyn, New York, assignor to Mergenthaler Linotype Company, New York. Filed April 15, 1909. Issued March 22, 1910. No. 952,569.

Type Bar.— F. H. Richards, Hartford, Connecticut, assignor to American Typographic Corporation of Arizona. Filed August 24, 1901. Issued March 22, 1910. No. 952,579.

Keyboard Cam.— J. R. Rogers, Brooklyn, New York, assignor to Mergenthaler Linotype Company, New York. Filed January 4, 1909. Issued March 22, 1910. No. 952,-584.

Monotype Justifying Mechanism.— J. S. Bancroft and M. C. Indahl, Philadelphia, Pennsylvania, assignors to Lanston Monotype Machine Company, Philadelphia, Pennsylvania. Filed October 23, 1908. Issued March 22, 1910. No. 952,597.

Monotype Low-quad Mold.— F. S. Chanonhouse, Everett, Massachusetts, assignor to Lanston Monotype Machine Company, Philadelphia, Pennsylvania. Filed January 28, 1909. Issued March 22, 1910. No. 952,604.

Monotype Letter-spacing Mechanism.— F. H. Pierpont, Horley, England, assignor to Lanston Monotype Machine Company, Philadelphia. Filed December 3, 1908. Issued March 22, 1910. No. 952,633.

Type Bar.— F. H. Richards, Hartford, Connecticut, assignor to American Typographic Corporation of Arizona. Filed June 20, 1901. Issued March 22, 1910. No. 952,639.

Type Mold.— J. S. Bancroft and A. L. Knight, Philadelphia, Pennsylvania, assignors to Lanston Monotype Machine Company, Philadelphia, Pennsylvania. Filed June 7, 1909. Issued March 22, 1910. No. 952,666.

BOOKBINDING

BY A PRACTICAL BINDER.

Under this head inquiries regarding all practical details of hookhinding will be answered as fully as possible. The opinions and experiences of bookbinders are solicited as an aid to making this department of value to the trade.

Stamping the Cases.

If cases have to be stamped on the back and side or both, and if they are made near the stamping machine, have the finisher and casemaker work together. This is economy, for a freshly made cloth case will stamp perfectly without it being necessary to size it for the gold. Simply lay the gold in position and proceed as usual.

Preventive of Jar-to-beam

(1.) Wants to know how to stop the waving (stagger) appearance of ruled lines, just after down-line starts from the head-line, when using automatic striker. The machine is as new as their experience in operating it. *Answer.*— Your trouble is caused by improper use of the "Preventive of Jar-to-beam," the small device on top of the rail, on the far side of the machine, and on which acts the small lever projecting from the end of the beam. A portion of this device is a flat piece of spring steel. Many rulers make the mistake of treating that as a spring, and with rubber bands try to stop its action in causing a bouncing of the beam when the lever strikes it. The proper way to set this device is to have the spring portion as near straight up and down as possible, then, when the lever comes down, it slides down *against* the spring, causing a bind between the two, which allows the pens to come in contact with the paper easily, and without the rebound which causes the pens to stagger.

Fiddling

This term, as applied to binding, is a very old one, and there are some binders who, while familiar with this style of binding, are not able to give it a name. For the binding of stock certificates, or similar blanks where the stubs are not referred to constantly, there is no method to equal it, especially when "hurry" is the order of the day. The operation is as follows: The sheets being numbered and perforated, that is, ready for sewing, are first trimmed to proper finished size, and the round is put in by hand. Next, they are screwed up tightly in the job backer or laying press, and between two pieces of board; then with back saw cut in deeply across the back diagonally and at an angle. The individual saw-cuts must be wider at base or bottom. Now, give the back a thick coat of heavy glue, taking care to work the glue well into the saw-cuts; then take a couple of pieces of four-cord twine, already cut and long enough to paste down on waste leaves, twist together and cover well with glue (but not clear out to the ends) and work them down into the cuts, pulling them back and forth to spread the glue and to make certain the twine is well down to the bottom of the saw-cuts. Repeat until all the places are filled. After the waste leaves are tipped on, the twine ends should be fanned out in the usual manner and pasted down, and the waste leaves trimmed off with shears. Then back the book and proceed in usual way. A book so bound is very strong. This style of binding is also very suitable for newspaper files, which usually are larger than a sewing-bench, thereby causing trouble to rig up something to sew them on.

Two-fold Parallel Folders.

(2.) Wants to know the special uses of the "Two-fold Parallel Folders" that are advertised. *Answer.*— The parallel folder was first put on the market to take care of long runs of eight-page booklets, etc., as they could be run in large sheets several on, covers also being printed in gangs to correspond. So, when the eights were inserted in covers, any number, according to size, could be handled as one on the inserting and wire stitching. Thus a great saving of time was made also on the cutting machine, when the trimming was done. This led to the use of this style machine, when the work called for eight pages without cover or stitching, cutters being added to the folder, thus cutting the several eights apart ready for delivery. The two-fold machine will also make and deliver one-fold work. There is an ingenious operator in Chicago who, with a two-fold machine, not only produces one and two fold work, but by repeated folding of the already folded sheets, turns out sixteen, twenty-four and thirty-two page work, and it is of good quality. He also has arranged the packing-box so as to receive two sheets of different sizes, and, putting on two girl feeders, makes three folds in letter circulars, one feeder making the first fold, then the second feeder putting through these folded sheets, making two folds. Thus the circulars are ready for insertion in envelopes. A machine as described, taking sheets from 8 by 8 inches to 30 by 30 inches, may be had for $475.

Casemaking in the Small Shop.

Binders in the smaller towns are frequently called on to bind small lots of books in full cloth. To do this work it is not at all necessary to have special machinery, except, perhaps, a domestic clothes-wringer. The case-gage is easily

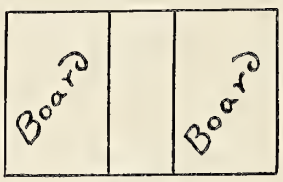


FIG. 1.



FIG. 2.

made, as follows: Procure a piece of soft wood, about one inch in thickness, cut this to the full width between the boards with the case laid out flat, as in Fig. 1. It need not be the full length of the boards. Then nail across the top

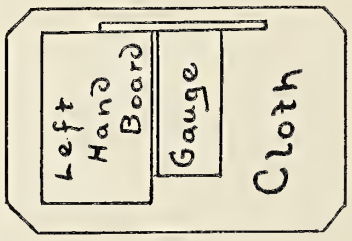


FIG. 3.

a thin piece of wood, or a heavy piece of Davie board will do, to form two perfect right angles, as in Fig. 2. The board and cloth being cut to proper size, and the corners of the cloth cut off, cut also a thin manila to size for the

back stiffening, and proceed as follows: Glue off a piece of cloth, lay it on bench and place the left-hand board in position (Fig. 3). Then lay on the case-gage, as in Fig. 3, and against the other side of gage place the right-hand board. We now have the two pieces of board in a true

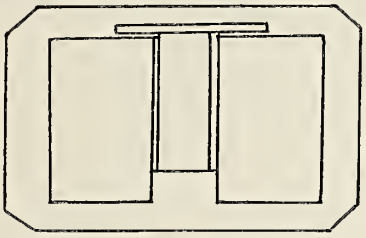


Fig. 4.

parallel position, as in Fig. 4. Now, remove the gage, put in the strip of manila and turn in the cloth over edges of the board. You can, of course, glue off several pieces of cloth before laying on the boards, and place all the boards before commencing to turn in. A wood folder will be found better for this job than the ordinary bone folder, as it is not so liable to mark the cloth. If you can get a good-sized piece of zinc to work on, it will be much better than the wood top of your bench. After each lot is made, run them through a wringer in pairs, board side face to face. This operation sets the glue and forces out all air-bubbles. If you have no wringer be sure and rub the case well after turning it. Keep your case-gage setting on a cloth (several thicknesses) well saturated with oil. This prevents it sticking to the glue.

Edge Gilding.

The tools required for this branch of binding are gilding press and stand, gilding boards, steel scraper (a piece of glass is sometimes used), bloodstone burnisher, flat camel's-hair brush, powdered red chalk and white of egg size. The press is in shape and size similar to the finishing or laying press, but very much larger and heavier, with iron screws instead of wood, and with heavy metal boxes, for it must withstand tremendous pressure. Gilding boards are wedge-shaped, as in Fig. 6, and are used to compensate for the back swelling, being placed here and there in the

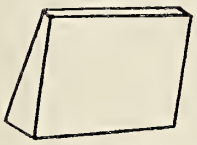


Fig. 6.



Fig. 7.

pile of books until the fronts equal the backs in thickness. These are used, of course, only when gilding the ends. The scraper is a piece of flat steel about one-sixteenth of an inch thick, see Fig. 7, the edge perfectly square, that is, not beveled like a knife. In using it is held in both hands at a slight angle, the edge being square gives two cutting surfaces, which applies as well to the piece of glass. The burnisher is made from a piece of bloodstone, mounted with a strong brass ferrule on a long wood handle similar to the finishing roll, see Fig. 8, and if you are gilding in the round you will require what is called a "tooth agate" burnisher, see Fig. 9. The brush, made from camel's-hair, is from three to four inches wide, and is used for putting on the size. All of the above and the powdered chalk can be had from any dealer. The operation of gilding is as follows: The books are gilded on the fronts first. Raise the press on its front side on the stand, see Fig. 10, and pile the books in it, just as they came from the cutting machine, beginning and ending the pile with a small pressboard, as shown also in Fig. 10, putting in as many piles as the press will hold, but leaving some space between the piles. Then, with the bar that comes with the press, screw it fairly tight. Lay the press down on its stand, use the bar again, this time getting the press as tight as possible. When placing the books in press, great care must be taken to keep the pile even. After the press full of books is properly screwed up, cover the surface to be scraped with powdered chalk and scrape *perfectly smooth*, the chalk serving

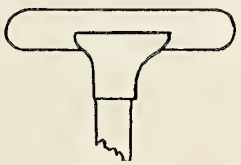


Fig. 8.



Fig. 9.

to show where you have or have not scraped; then put on another coating of the chalk, this time to give a foundation for the size made of white of egg thinned with water, and applied with the brush. Care must be used that the size is spread evenly, for if it is thick and thin in places, it will not dry alike and you will be unable to do a good job. Now, lay the gold — a pad or brush can be used — and after the gold has set a sufficient time, burnish it. The knack of applying the size just right, and the length of

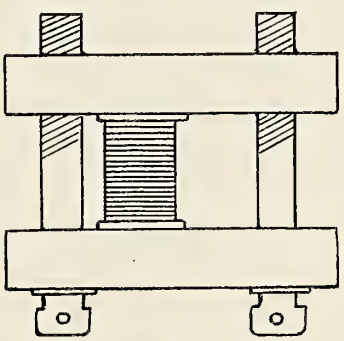


Fig. 10.

time to be allowed for the gold to set before burnishing, can be learned only by experience and practice. When gilding the ends, the operation is the same, except that when the press is screwed up, the boards being inserted as described, these boards are chipped off even with the books with a chisel wherever they protrude. They are then scraped, the gold laid in the usual manner and burnished. If gilding with Dutch metal, banana oil is used for size.

Preparations Used in Finishing.

(3.) Wishes two questions answered. (1) What are the names of the different preparations for hand-finishing and machine-stamping on leather, cloth, silk, satin, etc.? (2) A description of edge gilding and the names and manner of using the necessary sizes and substances.

The old-school finisher made his own glair (size) from the white of eggs, breaking the egg and draining off the white and usually eating the yolk. This glair was applied with a small camel's-hair pencil (brush) wherever the gold was to appear on the work. In the present day and generation the finisher can purchase sizes ready prepared for

use, for all kinds of finishing, namely, Anderson's Size (dry), for imitation, leaf, Dutch metal, etc.; Keratol Easy Size (liquid), for imitation leathers; Schlegel's Crack Size (liquid), for cloth and imitation leather; Gane Brothers' Finishing Size (liquid), works on any fabric and will not stain the most delicate colors; Gane Brothers' Special Size (dry), made especially for their Oriental leaf, but will work on anything.

Oriental leaf is a new imitation gold for use on cloth, paper or silk, not on leather. It will not tarnish. Gilding powder is used for silk and satin ribbon work, badges, etc., and for the stamping of names on Bibles, pocketbooks, etc. When stamping a large number of cloth cases it is best to use a liquid size, with which the entire surface of the case is wiped over, using a small sponge. If the job calls for only a small number of cases, follow directions in note in this department on "Casemaking in the Small Shop." When using a liquid size on work that calls for a line or two only, make an impression on the cover, and with a small brush dipped in the size go over the impression carefully and do not spread size more than is necessary.

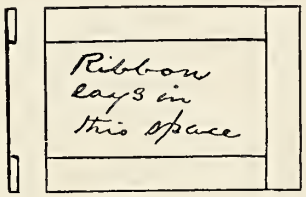


Fig. 5.

Dry sizing or gilding powder is dusted on the work where the lettering is to go with a small wad of cotton-batting, the surplus powder being gently shaken or knocked off, then with square or straight-edge a line is drawn through the powder, so that the lettering may be straight on the cover. When stamping badges or any ribbon work, cut the ribbon to size. Make a gage from board, as shown in Fig 5, and set the front and side gages on the press to correspond with the board gage. Then lay the piece of ribbon in place, dust on the powder, lay on the gold leaf, and, lifting board and all, place in press and stamp.

Letterpress — Glue — Leather.

(608.) 1. "Please tell me how to trim a volume of letterpress on the head only, after rounding, so as to get the margin square." *Answer.*— If your book is knocked up squarely and kept that way while being rounded, you can put it into the cutting machine with the back against the left side gage and the bottom edge toward the back gage. Place some paper or strawboard scraps, to the full thickness of the book, against the hollow fore edge to keep the knife from tearing out where the leaves extend in the round. Next put a board block on top of the book, equal in thickness to the swell of the back, or if thicker will not harm. This is to prevent the clamp from pulling part of the book forward when it strikes the back. The top block must be placed away from the back sufficiently to give it room when pressure is applied.

2. "I use but one grade of glue and buy it from No. 1 hide (ground), but when it comes to rounding and strapping, the results don't suit me. Any information regarding glue would be greatly appreciated." *Answer.*— Use the glue thin and hot, but do not boil or burn it. Strapping should be done by gluing the back and pasting the straps, then pull over tight, apply paste on top and rub out all surplus glue and paste with the edge of a folder. Place driers (boards or tins) between book and end papers and let the book dry out between wooden boards, with some additional weight on top.

3. "I want to make a few leather-covered picture-frames, of various sizes and styles, but do not know just how to go about it. Would be glad if you could give me the information needed." *Answer.*— Take a piece of No. 25 strawboard or No. 40 cloth board and cut to the full size of frame. Measure out for the opening square, oval or oblong, draw a pencil line and cut out along this line. Hold the knife a little slanting outward, so as to leave the edge with a bevel. Glue strips of thicker boards, or, better, two layers of thin boards, on the back. These strips should run over the edges, so as to allow a trim in the cutting machine. A space should be left all around the opening for the picture and glass to fit into. If two layers are cut so as to overlap each other at the corners, you get a stiff, durable frame, less liable to warp. The covering can be as simple or elaborate as desired, either in one or several pieces. Two colors or several inlaid in design, if well done, can be pleasing and artistic. Finishing gold can, of course, be made as elaborate as desired. The back covering should be a separate board as small as will cover the picture and lap over onto the frame about a quarter of an inch. This can be glued on and a piece of cloth or paper glued over that and extending to within an eighth of an inch of the outside of frame.

4. "Which way does the grain or fiber run in a hide or side of leather?" *Answer.*— You can determine that by pulling. There is little stretch along the grain, but considerable across. This applies not to pressed buffings. These leathers have been so stretched that it makes no difference which way they are worked.

A QUALIFICATION WHICH FEW PROOFREADERS POSSESS.

The London *Daily News* gives the following reminiscence of Professor Prout, who died recently: "The Professor used to recall a proofreader's marginal comment which had far-reaching results. As a young man, he taught in a small private school at Clapton, and, being musically inclined, he started in the school a 'most grotesquely constituted' orchestra. The practical knowledge of the members of the band was about equal to the theoretical knowledge of its conductor, which was the reason, probably, why Professor Pratt arranged tunes for it himself. Whatever may have been the shortcomings of this North London orchestra, the head of the school was so impressed by its performances that he asked the conductor to write some original music for an educational magazine he was bringing out. The music was promptly reeled off and sent to the printer. In a short time proofs were submitted to the composer, who was considerably puzzled to see bars here and there underlined and the words 'consecutive fifths' written against them by the proofreader. 'What in the world are consecutive fifths?' mused the musician. By inquiring in the right quarter, he found out that they were a violation of one of the most elementary rules of musical grammar. He left off composing music then, and began to study the elements of the subject, with the result that he lived to become professor of music in the University of Dublin." The *Printers' Register* adds to this the information that the proofreader in question was George Boole Chaloner, who was well known in Sheffield, in the forties, as a composer of hymn tunes and who came to London in 1851.

PRESSROOM



The assistance of pressmen is desired in the solution of the problems of the pressroom in an endeavor to reduce the various processes to an exact science.

Ink for Copperplate Printing.

(649.) "What kind of ink should I use, and where can it be procured, to print from an engraved copperplate. I wish to do this work on a Gordon press." *Answer.*— The ink is a special grade and may be procured from your ink-dealer. We do not believe you can successfully print the copperplate on a platen press. Send it to the engraver, who is qualified to handle such work.

Ink Dried on Rollers.

(644.) "Please tell me what will remove dry ink from rollers? They were allowed to stand over night without oiling or washing, and the ink has become hard and resists the ordinary cleansers." *Answer.*— Try any of the following solvents: wood alcohol, crude carbolic acid, turpentine and carbolic acid (equal parts), a solution of oxalic acid. Use the latter carefully, as it may damage the surface of the roller. The crude carbolic acid may be used liberally on the roller without harming its surface.

Lumpy Ink.

(647.) "I have a small quantity of two high-priced red inks, scarlet lake and vermilion, which have become lumpy. As I only use these inks occasionally, how can I fix them up so they will not be wasted?" *Answer.*— If you had a small ink mill, it might pay you to run them through, with a very small amount of thin varnish. If no such means is at hand for treating them it will not be worth while to try rubbing them up. To prevent a recurrence of this trouble, buy such inks in small tins or tubes, and keep the covers on when not in use. The ink in tins should be covered with 00 varnish, which may be poured off when ready for use.

A Study of Paper.

(646.) A pressman asks among other things, "Where can I procure a publication that would post me on the various grades and qualities of paper stock? I know the difference between a bond and a book paper or a flat cap and a coated grade of stock, but there is a whole lot more than that to learn about it and I would like to be posted." *Answer.*— Suggest that you read the articles that appeared in THE INLAND PRINTER on the manufacture of paper, and also to procure the latest book on the subject, entitled "The Manufacture of Paper," by R. W. Sindall; price, $2. The reading of this matter will give you a fair idea how paper is made. As to learning how to distinguish the various grades of stock, that is not so easy. A comprehensive way to make a study of stock is to save a piece of each grade that comes under your notice. These pieces may be cut to a uniform size, and on each one a notation may be made as to the weight, size of full sheet, cost per pound, common name, and such other data as will enable you to identify it. The stock should be examined by transmitted as well as by reflected light, its feel and finish may be noted. Its fiber and structure should be examined by a microscope. Other characteristics may be determined by tests, which you may learn from the book mentioned. The study of paper requires close examinations and carefully made comparisons. A pressman can scarcely hope to become as adept in the knowledge of paper as the solicitor or paper salesman, but he should have a working knowledge of this part of the business, and may readily acquire it by study.

Celluloid Tint-blocks.

(648.) Submits a thin sheet of fancy embossed stock, silvered on one side, in imitation of tinfoil, and asks: "What kind of blue ink will print properly on the enclosed sheet of paper? Have tried several kinds of blue without satisfactory results. Where can I procure celluloid sheeting suitable for tint-blocks?" *Answer.*—A stiff bronze-blue, costing about $2 a pound, will print perfectly on the stock in question. Use a hard tympan with fairly heavy impression, and run the press slowly. The printed stock should be laid out loosely. Celluloid sheets may be procured from G. Felsenthal & Co., Chicago. We doubt the efficiency of the ordinary celluloid for this purpose. A piece of pressboard, glued and attached under pressure to the bottom of a cut mount, makes an excellent tint-block. Note the article on tint-blocks which appeared on page 879 of the March number of THE INLAND PRINTER.

Oil versus Belt Dressing.

(643.) Writes: "We would like your opinion regarding the care of belts. All of our machines are driven by individual motors. We use stick-belt dressing and castor-oil on the belts, and would like to hear from you regarding the use of these as well as any other medium for the same purpose. My machine man claims that castor-oil is better than any of the stick-belt dressings." *Answer.*— We believe that castor-oil is to be preferred to any of the solid belt dressings, but a neat's-foot-oil dressing for a belt is even better than castor-oil. This oil is of animal origin, and consists principally of olein, or the liquid part of fat. The occasional treatment of a belt with this oil prevents its drying out, and gives it a greater tendency to adhere to the pulleys by making it pliable.

Manila Draw-sheet.

(642.) A specimen of jute manila is submitted by the Maurice O'Meara Company, 448 Pearl street, New York. This grade of manila seems specially suited for top sheets, on account of the uniform smoothness of the surface and its extreme toughness, which enables it to be reeled tight without splitting. The sample measures .005 inch in thickness. It may be had up to sixty inches wide in rolls. It is claimed that it is unaffected by moisture and does not swell when oiled. That, on account of its toughness, it does not compress on long runs, making it invaluable for cutwork. A specimen of excellent offset manila for web presses is also received. This grade is .0025 inch thick and it has a mat surface. It is made from long-fiber stock, well matted, making it a very tenacious grade of paper, very desirable for this purpose.

The Engraver's Proof.

(645.) Submits an impression of a half-tone cut on a common grade of flat stock. The make-ready does not bring out the various tones of the subject, as insufficient impression is used and too much ink of an unsuitable grade is carried. The cut is printed on the wrong side of the stock. The pressman asks why the sheet is speckled on one

grade and prints smooth on a different quality of stock. "The proof shows the solids speckled, while, with the same ink, it prints smooth on a glossy stock. How is this? Do you believe it possible to get results as good on this stock as appear on the engraver's proof on heavy coated paper? My employer (who is not a practical printer) expects results as good as the engraver's proof. I tell him it is not possible on this grade of paper. Am I right?" *Answer.*— You will not be able to equal the engraver's proof, no matter how carefully you plan your make-ready, or how expensive the ink you use. You can, however, print the cut to much better advantage by using a good job black and by giving the cut a more skilful make-ready. The tympan should be of fairly hard stock, and the cut in the solids and middle tones should receive strong reinforcement by spotting up. This form on flat stock requires a much heavier impression than when printed on a glossy or filled stock. Examine both sides of the stock by reflected light, and do not print it on the side showing the fine wire-gauze marks. These marks are discernible on a close examination. If you had rollers as hard as the engraver uses, and inks as stiff, you could materially improve the appearance of the cut on the flat stock, but you can not equal the proof he submits, on account of the difference in the surface conditions of the two grades of paper.

Gold Bronze Not Adhering.

(650.) Submits a label printed in bronze-blue and surrounded by a gold band. A good grade of coated label stock is used. The bronze-blue plate is a solid with white letters and is faultlessly printed. The gold does not cover the yellow size fully, hence the query: "Will you kindly give us your opinion as to the reason for the bronze on the enclosed label not adhering to the size. We have used at times six different sizes, submitting samples of the paper to the inkmaker. These labels are bronzed in a bronzing machine, carrying two rows of fur pads and three dusting rolls." *Answer.*— The printing suggests the possibility of insufficient impression and the use of a coarse grade of gold bronze. The addition of copal varnish to the size will make it work smoother and if the press does not run too far ahead of the bronzer the product should appear more satisfactory. This condition should be ascertained before the run is very far under way. For the grade of stock a fine bronze can be used to advantage, as it covers more uniformly. To note the difference, bronze by hand two consecutively printed sheets with a fine and a coarse grade of bronze, and examine both under a glass. Then note the appearance of each held at arm's length. In some instances, where the form is a solid one of considerable area, it is printed first with the size reduced with light varnish, using but a small quantity of the size; for the second impression the size is used normal, carrying a larger supply. As the first impression serves as a priming coat for the stock, the second impression is not absorbed and serves to hold the bronze more tenaciously. This plan will not serve for a cheap grade of work, as it involves an additional impression.

Text-books on Metal Printing.

(576.) Printers or lithographers who have offset presses, or contemplate installing them, should have the two books recently issued on planographic printing from metal. "Metalography," by Charles Harrap, is a historical and technical treatise on the subject embracing the treatment of zinc and aluminum plates in every stage, giving practical recipes and details of manipulation. The book contains a mass of general information both for the transferrer and pressman alike. A chapter on the offset press contains illustrations of all the leading machines, with details regarding the mechanism and special features of each. The book is published by De Montfort Press, Leicester, England, contains 180 pages, and is sold for $1.25. "Metal Plate Printing," by Warren C. Browne, is an American production. It is written in a concise manner and treats the various phases of metal-surface printing in nontechnical terms, making it a comprehensive book for both worker and lay reader. Photolithography and offset presswork are given ample space. In reference to the wide range of work that the offset press has been adapted to, the following appears: "In Europe members of the lithographic craft regard the offset press with suspicion, and only recently British lithographers reluctantly conceded that they were adapted for commercial work, such as invoices, memorandum forms, bill-heads, etc., and such work, but a job of high-class chromo post-cards, done in no less than fifteen colors from a German offset press, has literally startled them. It affords some indication of the rapid developments that are taking place when we record that the basic process used for these post-cards was a photographic original on a metal plate. The finished chromos are most pleasing, tasteful productions and were printed from the offset machines at a higher rate of speed than this work was ever done before." This book is sold at $2. Both publications may be obtained through The Inland Printer Company.

Books for the Pressroom.

(651.) An employing printer writes: "We desire to procure a book to place in the hands of our pressroom employees. We desire the best work on presswork. Will you kindly advise us?" *Answer.*— We would say, do not stop with a book on presswork; give them a book on inkmaking, another on embossing and die-stamping. Place them in touch with the offset press by books on metallography. We suggest the following books: "Modern Presswork," "A Practical Guide to Embossing and Die Stamping," "Manufacture of Ink," "Metal Plate Printing," "Metallography." The last two books discuss in a comprehensive manner the principles that underly lithography, and treat of offset presswork. To those who are capable of following the problems further, would suggest a study of the color processes. Numerous articles of interest appear in "The Graphic Arts and Crafts Year Book," the fourth volume, which is about to be issued. "Penrose's Process Year Book" also abounds in matter which can not fail to be of profit to workers in the pressroom. These year-books are splendidly illustrated by the various prevailing methods, and they form a compendium showing the advance in the illustrative arts. For a deeper study of the color-processes, "Three-color Photography," by von Hubl, and "Photo-trichromatic Printing," by Zander, are books for the advanced students. Handbooks on papermaking and other crafts allied to the trade are equally valuable to the studious one. It is a favorable sign for the future of the printing trade that so many inquiries are made for books on technical subjects relating to printing. This thirst for fundamental knowledge of the trade is a desirable spirit of unrest. We believe it is the direct outcome of the International Typographical Union campaign for the education of apprentices and journeymen, which has attracted much attention in the trade.

PERSISTENT people begin their success where others end in failure.— *Edward Eggleston.*

Written for THE INLAND PRINTER.

FROM THE WESTERN SLOPE.

BY OUR OWN CORRESPONDENT.

MARCH proved a more satisfactory month for those following the printing industry than the two months preceding. A number of catalogues for spring goods have been let by wholesale and retail houses. Keen interest is taken in the proposal to celebrate the opening of the Panama Canal, in 1915, with an exposition in San Francisco. Especially are the followers of Caxton watching the move, for, if successful, the plan means many thousands of dollars for the craft during the next five years. A conference was held at Santa Barbara, late in March, to decide the rival claims of San Diego and San Francisco. The latter was the unanimous choice. It was thought that the smaller city's desire, though natural and possessing considerable merit, would militate against a California city receiving recognition, inasmuch as there are movements on foot to boom Washington, D. C., and New Orleans for the official United States city to celebrate the opening of the Panama Canal. Thousands of buttons have been printed in San Francisco bearing a large "1915" in the middle, with appropriate wording around the figures. Charles Sedgwick-Aiken, editor of *Sunset Magazine*, has been appointed to take charge of the publicity campaign. It is the intention of San Francisco's citizens to raise a subscription fund of $5,000,000.

NOTES FROM HERE AND THERE.

THE Effective Print Shop, of Lodi, California, is a new job-office.

ED R. WILSON has sold his interests in the Antioch (Cal.) *Enterprise*.

J. L. BROWN, of the Colma (Cal.) *Record*, has added a job plant to his newspaper outfit.

THE Colusa (Cal.) *Herald* moved into its new two-story building on Market street on March 28.

THE mechanical departments of the Pasadena (Cal.) *Star* are now in charge of R. W. Walker.

THE Bosqui Printing Company, of San Francisco, has acquired a 14 by 22 Colt's Armory press.

A No. 5 LINOTYPE machine has been installed by the Williams Printing Company, of San Francisco.

EVANS & HALLACK, of Lindsay, California, have added a 10 by 15 Chandler & Price press to their job-office.

THE Tribune Publishing Company, of Goldfield, Nevada, has added a Hickok ruling machine to its printing-office.

A 14½ BY 22 Chandler & Price press has been purchased by Ed M. Sehorn, of the Willows (Cal.) *Journal*.

JOHN STICH, proprietor of the Servian paper of San Francisco, has added a job plant to his printing facilities.

ASA WAUGAMAN, of the San Francisco Lithograph Company, has purchased another 10 by 15 Chandler & Price press.

W. S. O'BRIEN, editor of the Marysville (Cal.) *Democrat*, was assaulted by a defeated candidate for office, on March 22.

SEMORILE & BURNELL, of Napa, California, have installed a No. 4 Boston wire-stitcher and a Portland multiple foot punch.

FRED B. LLOYD, president of the Pacific Surety Company, of San Francisco, has sued John C. Piver, editor and publisher of the *Underwriters' Report*, for criminal libel, claiming that an article in the paper had maligned him.

C. H. INGERSOLL, of the watchmaking family, addressed the March 30 meeting of the San Francisco Advertising Men's Club.

SAN FRANCISCO'S Independent Pressroom has added a No. 3 Miehle to its battery, making a well-equipped office for the trade.

BORGEL & DOWNIE, of San Francisco, have purchased a 14½ by 22 Chandler & Price jobber from the Keystone Type Foundry.

GRANT LINCOLN, editor of the new paper at Klamath Falls, Oregon, selected his outfit, for printing the publication, in San Francisco.

A. E. VEATCH, editor of the Colville (Wash.) *Statesman-Index*, is a candidate for the Republican nomination for Congress in his district.

THE Sutter Publishing Company, of Yuba City, California, has acquired a Cranston cylinder press and a 14½ by 22 Chandler & Price press.

THE Schwabacher-Frey Stationery Company has moved its salesrooms and offices to elaborate quarters, at 210-218 Sansome street, San Francisco.

L. L. HARMAN, of Pasadena, California, has sold his Linotype machine to Los Angeles parties. It was formerly operated at Carvanza, California.

I. O. UPHAM, associate editor of the *Pacific Printer*, is traveling in Eastern lands, to see whether a larger trade can be secured for American printing supplies.

THE Noe Valley *Star*, of San Francisco, is a weekly paper of four pages, devoted to the locality from which it takes its name. S. R. Nichols is at the head of affairs.

JOHN J. HARRISON is editor of the Portland (Ore.) *Carman*, issued by the Railway, Light & Power Company, supported by the Brotherhood of Electric Railway Employees.

MRS. HARRY PALMER died during March, in Pasadena, California. She was the wife of Captain Harry Palmer, a former owner of the East Liverpool (Ohio) *Evening Review*.

THE *Mission Enterprise* appeared in San Francisco, on March 12. It is a weekly. C. J. Collins is manager and printer, and the editorial side is in charge of Edwin Coolidge.

THE *Sunshine Valley News*, of Biggs, California, appeared on March 21. It possesses six columns of home-print. T. F. Loughran is publisher, and Lucile B. Loughran, editor.

MUIRSON & WRIGHT, job printers, of San José, California, are installing a No. 1 Miehle, which will make a battery of three added to the plant within the last two or three years.

WILLIAM COOPER, of Salt Lake City, died on March 27. For a quarter of a century he had been associated with the Salt Lake Directory, and was a prominent member of the Knights of Pythias.

THE Oakland (Cal.) Board of Public Works awarded the contract for printing the municipal bonds to the Oakland Lithograph Company. The bonds are to be delivered within ninety days.

THERE are no signs of the *Sun*, San Francisco's Democratic penny daily-to-be. This failure to keep promises to appear has been a theme of conversation among the members of the printing fraternity, but the managing editor

states that it is likely the month of April will see the first issue. It is thought that the controlling powers are making sure that the financial resources will be sufficient to satisfy all needs.

THE organized retail clerks of California have decided to print ten thousand booklets each month, and mail them to trade-unionists, for the purpose of strengthening the early-closing movement.

AN advertising exhibition will be held in June by the San Francisco Advertising Men's Association. A convention of the Pacific Coast Advertising Men's Association will be in session at the time.

JUNIOR Mergenthaler typesetting machines have been purchased by the Emmett (Idaho) *Index*, the Newman (Cal.) *West Side Index*, the Healdsburg (Cal.) *Enterprise*, and the Dunsmuir (Cal.) *Dispatch*.

THE *Sentinel* is a newspaper issued by the Eureka Valley Improvement Association of San Francisco. It advocates a site for the Panama-Pacific Exposition and other matters of interest to the locality.

AFTER a short life in Seattle, the *Salesman*, a new monthly magazine, moved down to San Francisco. It is published by a company consisting of Alex R. Schmidt, N. Davis and H. R. Bergh, Jr., at 789 Mission street.

THE *Evening Free Press*, of Mesa, Arizona; William D. Bell, of Phœnix, Arizona; the *Free Press*, of San Bernardino, California, and the *Chronicle*, of Klamath Falls, Oregon, have purchased No. 5 Mergenthaler machines.

MRS. CLARA E. CROCKER, widow of H. S. Crocker, died on March 31. The deceased was the mother of Charles H. Crocker, who is the present head of the H. S. Crocker Company, the pioneer printing-house of this section, and the largest.

FIFTY thousand dollars is being collected by the Sacramento (Cal.) Valley Association, to advertise the resources of that region. Over half the sum is in hand, and most of it will find its way into the hands of printers, pressmen, bookbinders and photoengravers.

The White Man saw the light of day in San Francisco during April. It is in the charge of A. E. Fowler, and, as its name implies, is a protest against the thousands of Orientals who have invaded California during the last few years. It will be printed monthly.

HOMER DAVENPORT, the cartoonist, is thinking of starting a weekly magazine in Portland, Oregon. It is said that J. E. Chamberlain, for years editor of the *Youth's Companion*, will be in charge, and the publication will give attention to home and country life.

ANTONE GERGET, editor of the Slavonian weekly, the *Jadran*, of San Francisco, attacked wife-beaters in an editorial. A subscriber took the article as an affront, and struck Mr. Gerget, who was obliged to have his assailant arrested and proceed to a hospital for repairs.

THE merchants of San Francisco's Chinese quarter have extensively advertised the proposed Panama Canal Exposition by means of booklets and otherwise. The wily Celestials realize that a celebration would net their curio stores and other attractions many a good round American dollar.

THE unfortunate situation in the Allied Printing Trades Council, of San Francisco, continues. It looks now as though there would be two bodies in the field, for the majority of the local unions have refused to obey the mandate of the Joint Conference Board of the Allied Printing Trades Council. In this stand they are undoubtedly supported by their internationals. The trouble arose originally over a dispute between the photoengravers and printers, as to which organization should be awarded jurisdiction over Rouse blocks. One thing led to another, and it is problematical what the outcome will be.

THE Dunsmuir (Cal.) Dispatch Publishing Company filed articles of incorporation on March 29. Charles E. Carter, Fred Eske and Vista L. Carter are the directors, and the capital stock is $10,000. In addition to publishing a newspaper, a job-office, replete with modern improvements, has been opened.

SPOKANE'S new daily, the *Inland Herald*, increased the minimum rate of pay for all its employees 50 cents a day. The notice was posted on March 22, without the least solicitation on the part of the force, and was a surprise of a joyful nature. The typographical union gracefully expressed its thanks on behalf of the printers.

CHARLES F. MCDONALD, of Los Angeles, has announced his candidacy for California's State printer. The typographical union of the Southern city is supporting him. D. D. Sullivan, of the pressroom of the State printing-office, says that he is not an aspirant for the position, though his name has been published freely in this connection.

THE *Mercury* and *Herald*, of San José, California, have incorporated for $125,000. J. O. Hayes, W. P. Lyon and C. L. Hayes, of Edenvale, California, are the directors. The Mercury-Herald Company is the new name. While the same management heretofore handled the papers, yet they were incorporated under separate articles.

A STRANGE thing happened in bidding for the official printing of San Francisco. The two evening papers, the *Bulletin* and *Post*, love each other the wrong way. It is considered unlikely that there was the least collusion, and yet they both turned in estimates of 29 cents a square. The *Post* had just completed a year's contract at 24 cents a square. The municipal authorities gave the contract to the *Post*, because that paper's politics suited best.

SACRAMENTO, California, has a new paper house, the Richardson-Case Paper Company. A five-year lease has been secured on a building at 1121 Front street, and all lines of paper and twine will be carried. The company is incorporated for $50,000. Walter W. Case was formerly head of the wrapping department of Blake, Moffit & Towne, San Francisco, and C. A. Richardson was secretary of the Bonestell-Richardson Company, of California's metropolis. The other member of the firm is H. H. Case.

THE Zellerbach Paper Company, of San Francisco, Oakland and Los Angeles, has absorbed the Pacific Paper Company, of Portland, Oregon, and the Idaho Paper Company, of Boise, Idaho. It is reported that a little over a quarter of million of dollars was the purchase price. Louis A. Colton, a household name in the paper trade in this Western country, has been selected as manager of the two Northern houses, and Ben Levison, a member of one of San Francisco's best-known printing families, has been promoted to the desk vacated by Mr. Colton.

SAN FRANCISCO TYPOGRAPHICAL UNION has raised its scale $1 a day in those offices devoid of sanitary requirements and without proper contrivances for carrying off unhealthy gases and fumes from melting-pots and stereotyping plants. Several members of the organization have paid the price of improper surroundings with their lives, since the big fire, and it was thought high time that proprietors realized that their shops should be improved, that is, some of them, for many have printing establishments that would be a credit to any city in the United States.

PROCESS ENGRAVING

BY S. H. HORGAN.

Queries regarding process engraving, and suggestions and experiences of engravers and printers are solicited for this department. Our technical research laboratory is prepared to investigate and report on matters submitted. For terms for this service address The Inland Printer Company.

International Association of Photoengravers.

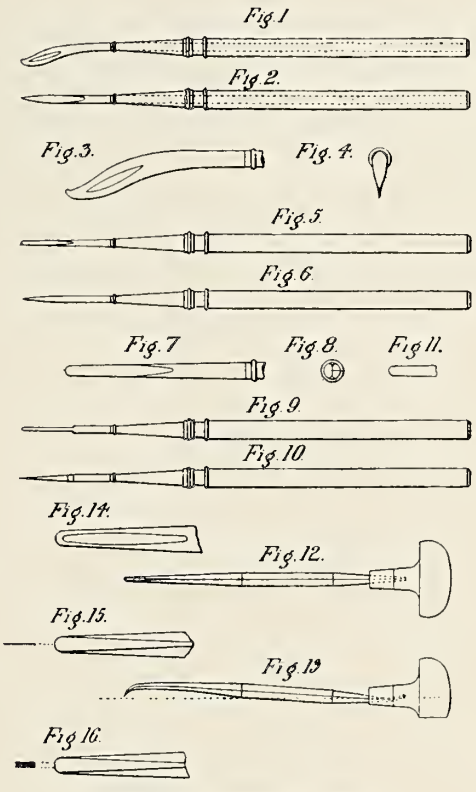
Here is an organization devoted solely to the uplift of the photoengraving business, and deserves the support of everyone connected with processwork. During the past three years it has been most active. It will be recalled that it was through the efforts of this association that tax-free alcohol was secured for use in collodion. The price of ether has been reduced to one-third what it was two years ago. It was also one of the strong influences in Washington which secured an increase of three hundred and twenty-five per cent on the tariff on foreign-made postal cards, so that we now have a great business brought to this country. The officers of this association believe that with the introduction of a proper cost method, engravers will quickly learn which part of their product is produced at a loss, and, being sensible business men, will eliminate that feature of the business by a natural increase in prices. And so they have secured the services of a competent auditing company to prepare such a simple cost system, and supply it free to members of the association. The dues in the association are but $10 a year, without any initiation fee. About June 7 they will hold their annual convention, in Buffalo, where they expect to have a number of notable addresses on subjects of great interest to the craft. The officers of the association are: H. C. C. Stiles, of Washington, D. C., president; Thomas Heath, Buffalo, vice-president; George Brigden, Toronto, secretary; John C. Bragdon, Pittsburg, treasurer. The members of the Executive Committee are: George H. Benedict, Chicago; L. F. Eaton, Detroit; H. A. Gatchel, Philadelphia; Frank H. Clark, Cleveland, and George Meinshausen, Cincinnati.

Cement for Porcelain Evaporating Dish.

The McDermid-Salnave Engraving Company, Spokane, Washington, ask: "Can you inform us of a cement of some kind suitable for cementing a porcelain evaporating dish, after it has been cracked by heat? Also, we would be pleased to hear more about your 'Where They Get It in the Negative,' in the April number." *Answer.*— If you could get enough fish-glue enamel solution into the crack of the porcelain dish and expose it to sunlight for several days, the heat used later would bake the enamel and you might use it for some time. The regular cement for the purpose is composed of fish-glue, four parts; water-glass, six parts, and precipitated chalk, one part. Rub down to a paste and press into the crack from both sides; then bind the dish tightly, and dry the paste in a warm oven. Before risking a silver bath in a repaired porcelain dish, it would be well to try it on the stove with clean water first. It might be said that an evaporating dish will last indefinitely, if the precaution is taken to use it in a sand bath, or keep a piece of stout wire gauze between it and the gas flame or other heat. About that paragraph in this department for April, an article with the title, "Get It in the Negative," by the present writer, will be found in "Penrose's Pictorial Annual" for this year, page 87.

Engraving Tools for Negative and Positive Films.

Joseph Bell, of London, has patented a series of tools for scraping lines through negative films, to produce black lines in the block, and for removing the enamel or other resist from the metal plate, so as to obtain white lines in the finished etchings. Figs. 1 to 4 are different views of the same tool, which is designed to scratch on a negative,



TOOLS FOR CUTTING IN FILMS.

and will produce a graduated line by slightly rotating the tool as an artist does his pencil or pen during the formation of a line. Lines of various thicknesses can be scratched in a negative film, by bringing different curves of the tool to cut the film. Figs. 5 to 11 illustrate tools to scratch fine straight lines in either negative or resist on metal, and Figs. 14 to 16 show the tool for cutting broad lines in films. It also indicates how this tool can be used in a graver handle.

Cause of Low Prices in England.

An English processman, who has been working a long time in America, thus writes to London *Process Work:* "I notice you are quoted as taking a gloomy view of process, and that neither masters nor men are making money. To my mind, it is cheap labor that has done the mischief. If the masters had recognized the union minimum long ago, and had employed only union men, price-cutting would have been avoided. It is evident there would have been more margin of profit at 1 shilling per inch and good wages, than at 4 pence an inch and low wages, as the latter figure is getting dangerously near the cost of materials. The mischief was done by firms getting incompetent men,

at low wages, and then cutting the price on the false supposition that the work would be up to the standard. This means a cut all around, and prices once down stay down. If they had a regular wage, the prices would be kept at a level, as no firm could calculate on cutting out another firm in the matter of wages paid to workmen. I believe in that way the union in the United States has been an advantage to both masters and men, as no firm can cut the price on the expectation of getting expert labor at a low figure."

A Lumière Memorandum-book.

From Mr. Claudius Poulaillon, the efficient manager of the Lumière North American Company, Burlington, Vermont, comes "Agenda Lumière," for 1910, which contains most valuable facts and figures about photography, for those who read French. As a frontispiece it has a three-color reproduction of a portrait, made on one of Lumière's wonderful autochrome plates. Among the features of this memorandum-book is a vocabulary, in six languages, of the various chemicals used in photography. From this are reprinted here some of the names of the principal chemicals used by processworkers. THE INLAND PRINTER readers in South America, as well as central and southern Europe, will be interested in this, as it will enable them to translate the formulas found in this department into their own language.

ENGLISH	FRENCH	GERMAN	ITALIAN	SPANISH
Acetic acid	Acétique (acide)	Essigsäure	Acetico (acido)	Acetico (ácido)
Acetone	Acétone	Azeton	Acetone	Acetona
Albumen	Albumine	Albumin (Eiweiss)	Albumena	Albumena
Alcohol (methyl)	Alcool méthylique	Methylalkohol	Alcool metilico	Alcohol metilico
Alcohol (ethyl)	Alcool éthylique	Ethylalkohol	Alcool etilico	Alcohol etilico
Alum (potash)	Alun de potasse	Kalialaun	Allume di potassa	Alumbro de potasa
Ammonia	Ammoniaque	Ammoniak	Ammoniaca	Amoniaco
Ammonium bichromate	Bichromate d'ammoniaque	Ammonium bichromat	Bicromato d'ammoniaca	Bicromato de amoniaco
Ammonium iodid	Iodure d'ammonium	Ammoniumiodid	Ioduro d'ammonio	Ioduro de amonio
Benzol or benzine	Benzine	Benzol	Benzina	Bencina
Bichromate of potash	Bichromate de potasse	Kalium bichromat	Bicromato di potassa	Bicromato de potasa
Borax	Borate de soude	Borax	Borato di soda (borace)	Borato de sosa (borax)
Chrome alum	Alun de chrome	Chromalaun	Allume di croma	Alumbre de cromo
Cadmium bromid	Bromure de cadmium	Cadmiumbromid	Bromuro di caddio	Bromuro de cadmio
Calcium chlorid	Chlorure de calcium	Calciumchlorid	Cloruro di calcio	Cloruro de calcid
Chlorid of gold	Chlorure d'or	Goldchlorid	Cloruro d'oro	Cloruro de oro
Citric acid	Citrique (acide)	Citronsäure	Citrico (acido)	Citrico (ácido)
Cyanid of potassium	Cyanure de potassium	Kaliumcyanür	Cianuro di potassio	Cianuro de potasio
Caustic potash	Potasse caustique	Aetzkali	Potassa caustica	Potasa cáustica
Caustic soda	Soude caustique	Aetznatron	Soda caustica	Sosa cáustica
Copper sulphate	Sulfate de cuivre	Kupfersulfat	Solfato di rame	Sulfato de cobre
Dextrin	Dextrine	Dextrin	Destrina	Dextrina
Ether	Ether ordinaire	Aether	Etere ordinario	Eter ordinario
Formalin	Formoline	Formolen	Formolena	Formoleno
Ferrous oxalate	Oxalate ferreux	Eisenoxyduloxalat	Ossalato ferroso	Oxalato ferroso
Gallic acid	Gallique (acide)	Gallussäure	Gallico (acido)	Galico (ácido)
Glycerin	Glycérine	Glycerin	Glicerina	Glicerina
Gum arabic	Gomme arabique	Gummi arabikum	Gomma arabica	Goma arábiga
Hydrochloric acid	Chlorhydrique (acide)	Salzsäure	Cloridrico (acido)	Clorhídrico (ácido)
Hydrofluoric acid	Fluorhydrique (acide)	Fluorwasserstoffsaüre	Fluoridrico (acido)	Fluorhídrico (ácido)
Iron chlorid	Chlorure de fer	Eisenchlorür	Cloruro (per) di ferro	Cloruro (per) de hierro
Iodin	Iode	Jod	Iodio	Iodo
Iron perchlorid	Perchlorure de fer	Eisenchlorid	Perchloruro di ferro	Percloruro de hierro
Iron sulphate	Sulphate ferreux	Eisenoxydulsulfat	Solfato ferroso	Sulfato ferroso
Lead acetate	Acetate de plomp	Bleiacetat	Acetato di piombo	Acetato de plomo
Mercury bichlorid	Bichlorure de mercure	Quecksilberchlorid (Sublimat)	Bicloruro di mercurio	Bicloruro de mercurio
Nitric acid	Azotique (acide)	Salpetersäure	Azotico (acido)	Azótico (ácido)
Oxalic acid	Oxalique (acide)	Oxalsäure	Ossalico (acido)	Oxalico (ácido)
Potassium bichromate	Chromate neutre de potasse	Kaliumchromat	Cromato neutro di potassa	Cromato neutro de potasa
Potassium iodid	Iodure de potassium	Kaliumiodid	Ioduro di potassio	Ioduro de potasio
Pyrogallic acid	Pyrogallique (acide)	Pyrogallussäure	Pirogallico (acido)	Pirogalico (ácido)
Starch	Amidon	Stärke	Amidone	Amidon
Silver nitrate	Azotate d'argent	Salpetersaures Silberoxyd	Azotato d'argento	Azotato de plata
Shellac	Gomme laque	Schellack	Gomma lacca	Goma laca
Soda hyposulphite	Hyposulfite de soude	Fixiernatron	Iposolfito di soda	Hiposulfito de sosa
Sulphuric acid	Sulfurique (acide)	Schwefelsäure	Solforico (acido)	Sulfurico (ácido)
Turpentine	Térébenthine	Terpentin	Terebentina (essenza di)	Terebentina (esencia de)

To Avoid Scum When Using Enamel.

What etcher has not had trouble with enamel scum when etching copper? Many have been the queries addressed to this department regarding it, and many remedies recommended for it. A writer in *Process Work* handles the subject in such a clear manner, that it is well worth reproducing. He says the principal causes of scum are: A negative with woolly dots; heating the plate too strongly, after coating with enamel, before printing; overprinting; insufficient development and washing out after dyeing. Excessive printing and careless washing out are the most prolific sources of scum, and both can be easily remedied by the exercise of a little thought and care. A properly printed plate should only require a little brushing out with a little weak perchlorid of iron solution, and a swish under the tap, to be ready for the bath. When a plate refuses to open to a vigorous mop and iron perchlorid, one or another of the following methods will be found effective. Heat the plate strongly, then rub it with cotton wool, charged with fairly strong chromic-acid solution, taking care to go quickly and evenly over the surface, and to swill with water, before the acid can dry, else streaks may be left, which are difficult to remove. Weak cyanid of potassium is another very good clearer, as is also acetic acid (vinegar will do) and common salt. Another, and, perhaps, the most effective clearer, known as "gold," is

made by dissolving four ounces of potassium bichromate in two pints of boiling water, and, when the solution is cool, slowly adding eight ounces sulphuric acid. A strong stoneware jug is a suitable vessel to hold the solution, as great heat is generated on the addition of the acid. If a print refuses to open up, after one or all four methods have been tried, the best, in fact, the only thing to do, is to make the print over.

Points About Etching.

Mr. A. J. Newton read a paper recently before the Royal Photographic Society, in which he said that, in etching zinc, the presence of nitrous acid was necessary, otherwise the action was extremely slow. Nitric acid could not be used above a certain strength, or it would damage the resist. Perchlorid of iron for copper etching, if made stronger, became viscous, and thus a limit was soon set upon increased rapidity of action. The quickest etching bath of perchlorid had been found to be one of 35° B. As to the heating of solutions, this was impracticable in the case of nitric acid, on account of the softening of the ink commonly used in linework, but, with perchlorid, a higher temperature might be used, on account of the hard enamel resist. At 110° F. an etching bath acted in two-fifths of the time required at 60° F. Mr. William Gamble also read a short paper, at the same meeting, on etching, in which he said that, no matter how you etch a plate, whether in the tub or in the machine, the theory of the chemical action is the same. The interesting point was to find out why the work is done so much better and quicker in the machine than in a tub, and why one machine does it better and quicker than another machine. One thing was common to all etching processes and was discovered very early by the old etchers — that, to prevent the acid from attacking the resist on the plate, the solution must be kept in motion, and that, to quicken the etching, the scum or oxid formed by the action of the acid on the zinc, must be removed. He did not think that rocking the bath slowly, as was generally done, actually quickened the etching, except in the sense of making it more uniform. It did not seem to have occurred to the old etchers that more violent agitation of the acid than mere rocking of the bath would quicken the etching.



HIS FIRST JOY-RIDE.
Photograph by S. H. Horgan.

Starting Photoengraving at a Small Outlay.

The many readers who have inquired of this department the cost of a small engraving plant will be interested in a letter in the *British Journal of Photography*, for March 18, in which a writer describes such an outfit, and from which these few sentences are taken: "Respectable photoengravings may be produced at small capital outlay for plant. But, it must be emphasized, that skill is all the

more necessary when conveniences are few. The camera should be of a size to take the largest plate likely to be wanted. Such a camera and stand are well within the capacity of a good cabinetmaker. A good rapid rectilinear lens is all that is necessary, if of sufficiently long focus. Prism or mirror can be dispensed with, reversing the negative either by stripping or photographing through the glass. The 'economic' half-tone screen, 150-line, can be purchased, and coarser screens made from this by copying. Now, for a handbook to make the actual negatives and etch the plates, let him take the 'Jenkins' Handbook of Photoengraving' (third edition), by N. S. Amstutz, published by The Inland Printer Company, Chicago. To cut up the metal a powerful treadle-saw should be used. A whirler can be easily made. For heat, if gas is not available, a Primus oil-blast stove is quite suitable. For etching, wooden troughs, well pitched inside, will last a long while. For mounting, the already mentioned circular-saw will be often requisitioned, and the other necessaries are a fret-saw, to cut out any large spaces, and a shoot-plane having two cutters, one to plane up the wood mount and the other to put a bevel on the metal plates. This latter is not absolutely indispensable, as the bevel can be filed down. Such a plant could be got together, in England, including sundries, for say, £50 ($250).

Making camera and slide, say	£15	0	0
R. R. lens, 20-inch focus	5	0	0
Cross-line screen, 150-line, 10 by 12	10	0	0
Treadle saw	7	0	0
Whirler	1	0	0
Fret-saw	0	10	0
Plane	7	0	0
Sundries	4	10	0
	£50	0	0

"The figures are easily criticized, but they give a useful indication of the least expenditure on which a photoengraver can commence making cuts."

Remedy for Bichromate Poisoning.

J. B. White, Des Moines, Iowa, writes: "Understanding that you have in one of your back numbers a cure for bichromate poisoning, I would be very thankful if you would send me the same." *Answer.*— The ointment for bichromate poisoning was published in this department for December, 1905, page 419, but should be reprinted every five years, as there are many sufferers from this trouble. There is no cure for it. One troubled with bichromate poisoning will always suffer from it as long as he remains in the business and handles bichromate. The irritation may be allayed by the use of an ointment of glycerin, one-half ounce; carbolic acid, one dram, and alcohol, five ounces. Washing the hands in a five per cent solution of sodium bisulphite will destroy the bichromate and prevent its poisoning action. The treatment for bichromate sores, recommended by physicians, is the use of nitrate of mercury ointment *(Unguentum hydrargii nitratis)*, which may be obtained from a druggist. If not to be had readily, it is compounded as follows: Mercury nitrate, one ounce; nitric acid, three ounces; prepared lard, four ounces; olive-oil, eight ounces. To prepare, dissolve the mercury in the acid, and, by gentle heat, melt the lard in the olive-oil, placing both in a vessel standing in hot water. Bring the water to a boil and add the mercury solution, also heated to boiling. Mix the two thoroughly, and, if the mixture does not at once froth up, increase the heat until it does, and stir until cold. After it congeals it can be pressed into covered glass bottles, for use like vaselin.

THERE is no little enemy.— *Franklin.*

Compiled for THE INLAND PRINTER.

INCIDENTS IN FOREIGN GRAPHIC CIRCLES.

BY OUR SPECIAL CORRESPONDENT.

ENGLAND.

THE Leeds branch of the Typographical Association celebrates its one hundredth anniversary this year.

THE Newcastle *Courant*, established in 1711, one of the oldest weekly newspapers in the English provinces, has ceased publication.

THE London Society of Compositors, according to the annual report, at the beginning of this year had 12,090 members and assets of the value of £62,158 ($302,400), including some property in St. Bride street. There was an increase in income during the past year of £1,412, against a loss in 1908 of nearly £2,000.

ACCORDING to latest statistics, the printers', binders' and papermakers' associations of England have 59,867 members. The Typographical Association (of the provinces) has 20,000 members; the London Society of Compositors, 12,090; the Scottish Typographical Association, 4,238; the Lithographers' Union, 5,000, and the London Typefounders' Union, 164.

THE Newspaper Proprietors' Association and the London Society of Compositors, after much negotiation, have agreed upon a minimum rate of wages. For morning newspaper work, with a forty-two-hour week, the rate is £3, 3s. ($15.30); overtime limit, eight hours. For evening newspaper work, with a forty-eight-hour week, the rate is the same, as is also the overtime limit.

MR. BOWERMAN, a compositor elected to the lower house of Parliament, believing that what is sauce for the goose is sauce for the gander, is proposing to the ministry of the interior that all books copyrighted in England shall be set up and printed in this country, this proviso copying a similar one in the United States copyright laws. Much complaint is heard in the printing trade over the fact that many English books are produced in America and Holland, the printed sheets being sent here to be bound; also that electrotypes are often imported for printing books which have copyright privileges.

THE English postoffice department has recently reduced the rate of postage on newspapers, magazines and trade journals to Newfoundland, from ½ penny (1 cent) per ounce or 4 pence (8 cents) per pound to 1 penny per pound; but they must be sent by direct Newfoundland or Canadian packet. By the way, one never hears any complaints from the British or other foreign postoffice departments over "losses" in handling periodical matter. On the contrary, they seem rather to encourage the increase of it, as witness the German postoffice's system of acting as subscription agent for any periodical published in the empire.

THE sixth of this month (May) marks the seventieth anniversary of the postage-stamp, for on this day, according to a writer in 1840, the English public "had the opportunity of purchasing small adhesive labels which they could stick on their letters. . . . It is an embossed stamp, consisting of a beautifully engraved head of Her Majesty, with a wreathed border to the die, and being prepared for printing at the same time. The head will show to advantage on a colored ground, if the printing and stamping be well performed. Messrs. Bacon & Co. are now printing the labels from steel plates, each of which affords two hundred and forty impressions of the original engraving."

GERMANY.

THE Dresden Royal Industrial Arts Society, in March, had on exhibition a comprehensive collection of calendars and almanacs of all sorts, under the auspices of the Dresden Graphic Association.

THE Deutscher Buchgewerbeverein (German Book Trades Association), as per its treasurer's annual report, at the beginning of this year had surplus assets of the value of 193,619 marks ($46,090). The association at this date had 1,277 members.

LINUS IRMISCH, a printer and proofreader, recently deceased in Braunschweig, made the city of Augustusburg his heir to an extensive collection of coins and medals, also books and manuscripts pertaining to numismatics, gathered by him. Herr Irmisch was a frequent contributor to the German printing-trade journals and also published several books on technical subjects.

ONE now sees frequent mention in the craft journals of Germany of journeymen passing examinations entitling them to be called "master printers," which, however, in that country does not mean a printer engaged in selling printed matter, or an employing printer, as it does in England and the United States. It rather is a gage of the competency of the person who proves himself worthy of the designation, and gives, according to the laws of Germany, certain privileges to its possessor, as against the restrictions placed upon those who are not "master printers."

AS ILLUSTRATING the liability of advertisers getting into trouble in Germany through making untruthful statements, one may instance the recent case of a publisher who, in announcing the starting of a newspaper, stated that the edition would be larger than that of any other paper in the city. When his paper came out he had printed at its head, "Edition, 7,000 copies." The publisher of the principal rival and long-established journal of the same place then sued him on the charge of unfair competition, and on proving that the older paper had a circulation of 10,300 caused him to be admonished by the court not to repeat the claim of having the largest edition, besides being saddled with the costs of the suit.

RUSSIA.

ACCORDING to a decision of the Russian customs department, foreign typefounders' specimen sheets, showing types, vignettes, borders, etc., are amenable to the payment of duties, as per Section 178 of the tariff laws. What next?

THE differences in the customs and needs of the peoples of Russia, the sparse population of the widely extended areas, and especially the linguistic chaos, readily account for the fact that the condition of the printing business in the various districts and cities exhibits the greatest variations. The Russian dominion is inhabited by about one hundred and forty tribal stocks, who, according to their strength and intellectual development, strive, more or less strenuously, to perpetuate their separate individualities. Naturally, this acts as a brake upon any coöperation between the members of the trade and prevents a proper illumination of the questions pertaining to the progress of the printing art. Then, the censorship and the police administration see to it that the Russian printery proprietors may not enjoy a bed of roses. When one takes into consideration the hundreds of "royal" print-shops, the shops of the several ministries, the departments of government, the military and the prisons, as well as those of the orthodox religious resorts, the monasteries, these having monopolies and generally employing cheap labor, such as convicts, soldiers and monks, which give most distressing competition to the private enterprises — the latter often supplied with poorly taught workmen — one can easily believe that the present status of Russian printerdom is not very propitious. Of course, in the last few years some improvements have developed, but, for the reasons stated, the evolution toward a healthy business condition will proceed at a much lower rate than in other backward countries.

AUSTRIA.

THE *Zeitung*, of Prague, on January 1 last began its two hundred and thirty-eighth year.

A PECULIAR record is that achieved by Matthias Ludwig Grill, who worked sixty years at the hand press, in the establishment of Carl Gerold's Sohn, in Vienna. Because of bronchial catarrh he has now retired from work. Twenty years ago he was presented with a medal of honor for forty years' service, and ten years ago he received a silver cross of honor for fifty years' faithful service.

AUSTRIA'S claim of printing newspapers in more languages than any other country is, no doubt, warranted, as the list comprises those in German, Italian, French, Magyar or Hungarian, Greek, Hebrew, Latin, Polish, Servian, Bohemian and Slavic, including a remarkable semimonthly, entitled *Acta Comparationis Literatim Universatim*, devoted to comparative literature, in many tongues and with contributions from all parts of the world.

ITALY.

MR. GOMPERS, the labor champion, reports that during his tour of Europe he found that there were at Milan not more than twenty nonunion printers, and that the local typographical union was one of the best he had met anywhere. This union has over fourteen hundred members, who enjoy a nine-hour workday and do not work on Sunday.

THE Mostra Politecnica, which is the name of a permanent technical and industrial exposition recently inaugurated in Milan (at Via Meravigli 16), and which also covers the graphic arts, including a room devoted to a display of printing and other trade journals, has just issued the first number of a very handsomely printed monthly bulletin, in which are catalogued the exhibitors and their displays, among which we note some prominent American concerns. Publishers of trade journals are invited to send copies (in triplicate) for exhibition in the section given up to them.

LUXEMBURG.

THE local association of printers of the city of Luxemburg, at a meeting on February 16, passed a resolution in future not to distribute among their customers calendars, either wall or pad, with their advertisements on them. They may, however, give away calendars without advertisements (which, of course, no one will be likely to do). Printers who are also stationers and book-dealers, in selling calendars, are likewise not to permit anything on them advertising their producers. The newspaper publishers have also agreed not to distribute any more calendars gratis with their papers. This sort of advertising must have become somewhat of a nuisance in Luxemburg.

FRANCE.

A PARISIAN engineer has invented a new typesetting machine, which he calls the "Pantotype," and which composes and distributes foundry type. It is to be exhibited this summer at the exposition in Brussels.

A LITTLE town in the Vogese mountains, named Saint Dié, is credited with being the place where was printed (in 1507) the "*Cosmographiæ Introducto*," in which the name "America" first appeared as applied to the Western Continent.

TITLE-PAGE CONTEST

CONDUCTED BY THE JOB COMPOSITION DEPARTMENT OF THE INLAND PRINTER

OPENS MAY 1 ∴ ∴ **CLOSES JUNE 15**

THE COPY

¶ The Marshall & Jackson Company, Musical Instruments and Sheet Music, 376 Madison Avenue, Harris, Maine. Catalogue for 1910.

THE RULES

¶ The size of the page is to be 6x9 inches, but the size of the form may vary according to the taste of the compositor. Seven proofs are to be submitted, mailed flat, in two colors—black and red—upon white stock, preferably smooth. The contestants may arrange the copy as they see fit, but no words are to be omitted, and none added. Reading matter must be printed from type, but any stock ornaments or other decoration may be used. The contest is open to all, and each contestant may submit as many designs as he sees fit. All entries must be addressed to Job Composition Department, The Inland Printer, 130 Sherman Street, Chicago, Ill.

THE AWARDS

First place, Twenty-five dollars. **Second place, Fifteen dollars.**

Third place, Ten dollars.

Fourth place, Three dollars in subscription or books.
Fifth place, the same.
Sixth place, the same.
Seventh place, the same.
Eighth place, the same.
Ninth place, Three dollars in subscription or books.
Tenth place, the same.
Eleventh place, the same.
Twelfth place, the same.
Thirteenth place, the same.

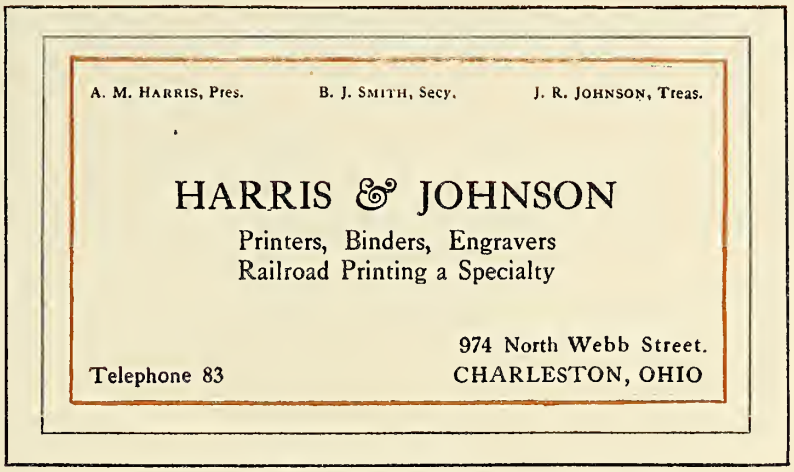
¶ The Three-dollar awards consist of either a year's subscription to The Inland Printer or books amounting to $3 from the following list:

Vest-Pocket Manual of Printing, 50c.
Design and Color in Printing, $1.
Imposition: A Handbook for Printers, $1.
Impressions of Modern Type Designs, 25c.
The Principles of Design, $3.
Specimen Books: Bill-heads, 25c; Covers and Title-pages, 75c; Envelope Corner Cards, 25c; Letter-heads, 50c; Cards and Tickets, 25c; Menus and Programs, 50c.
Lettering for Printers and Designers, $1.

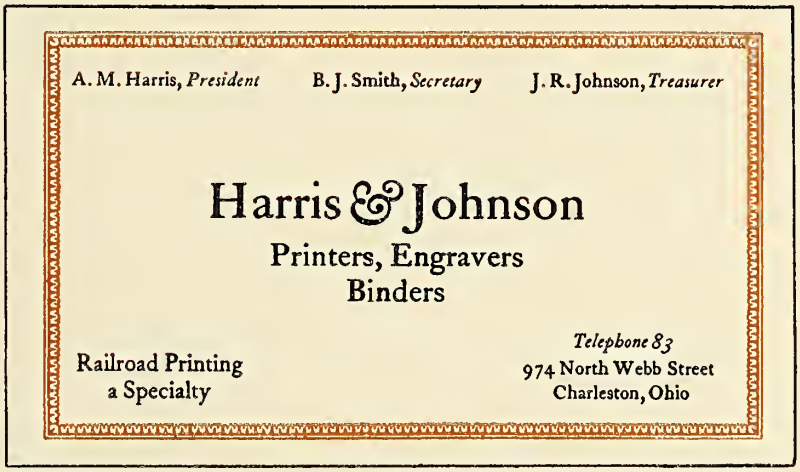


The Results of the Business Card Contest

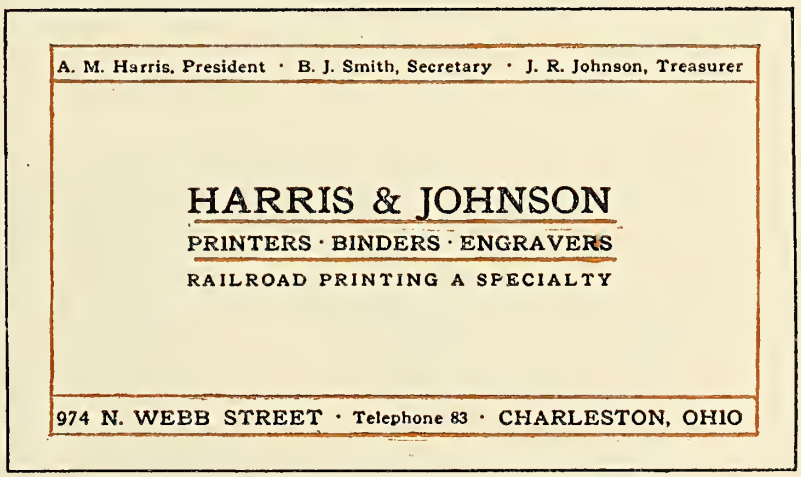
IN this and the seven following pages of this insert are shown reproductions of the thirteen prize-winners of the business card contest just closed, together with forty-six of the other designs submitted. The latter were chosen with a view to showing as much as possible of the variety of design which was brought out by the competition. To say that the enthusiasm and interest in this contest were widespread is to put it mildly. Never before has a feature of this character assumed such proportions, nearly a thousand — to be exact, 958 — designs being submitted by 462 contestants. These designs came from forty different States, as well as several foreign countries. One can well imagine that the work of the judges in selecting the prize-winners was no easy task, as the large number of entries made the classification a difficult proposition. As was perhaps inevitable, the more simple and conventional designs were chosen for the first three prizes. ¶ On another page of this issue will be found the announcement of another contest — the setting of a title-page being the problem. The contest opens on May 1 and closes on June 15, and the prizes are the same as those offered in the business card contest. The competition is open to all, and each contestant may send in as many designs as he may desire. Send in your entries early.



First Place. By Walter E. Brock, San Francisco, Calif.



Second Place. By Max Albert, Jr., Milwaukee, Wis.



Third Place. By Theodore Backen, New York City, N. Y.

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Fourth Place. By A. R. Gaskill, Helena, Montana.

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Sixth Place. By H. Rudgin, Roxbury, Mass.

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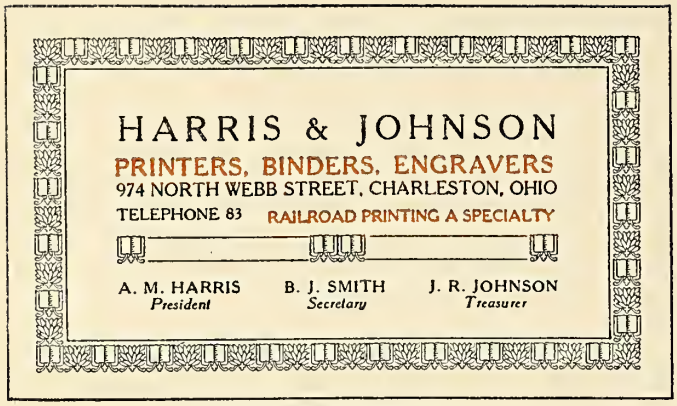
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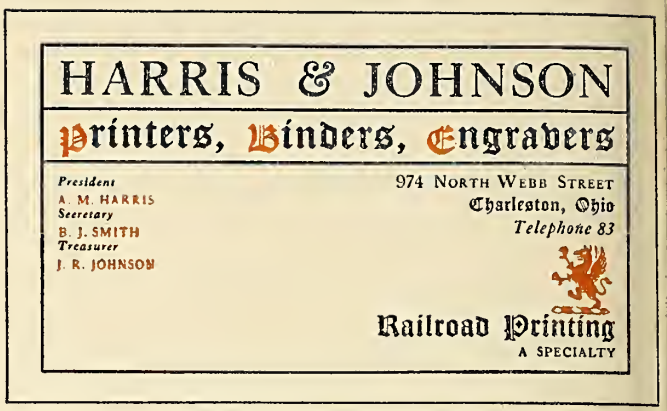
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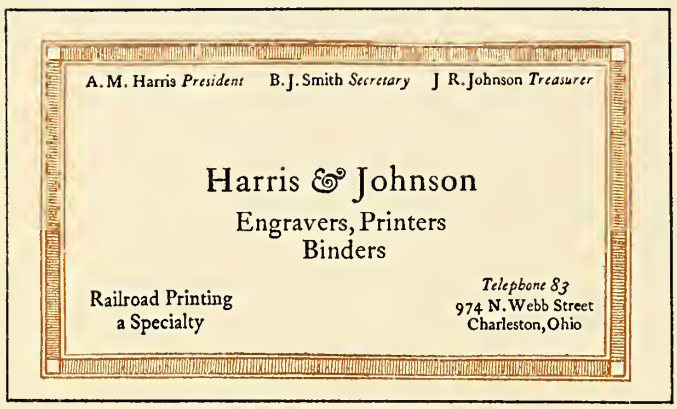
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By H. D. Wismer, Fulton, N. Y.



By Thos. A. Hussion, Galveston, Tex.



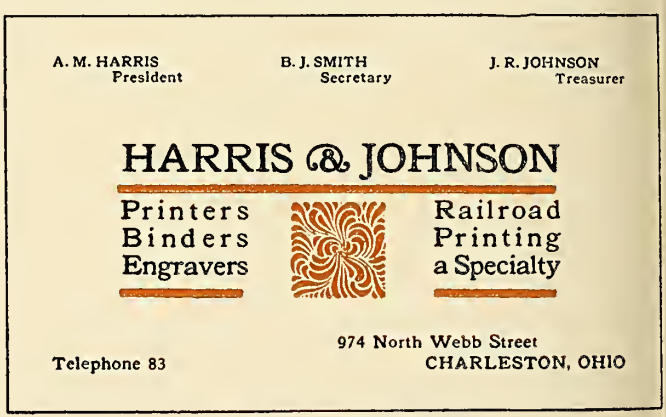
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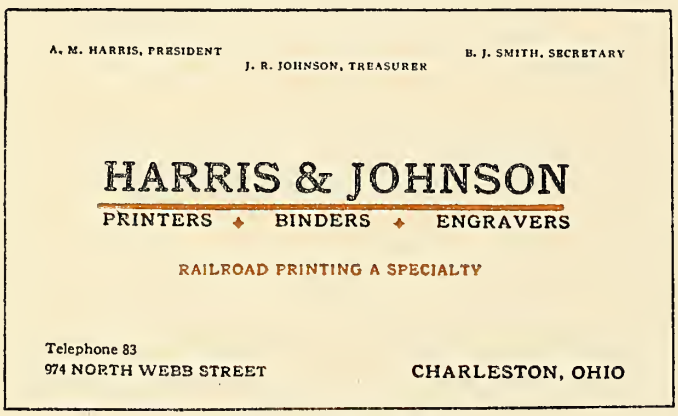
By Edw. C. Vollmer, Wichita, Kans.



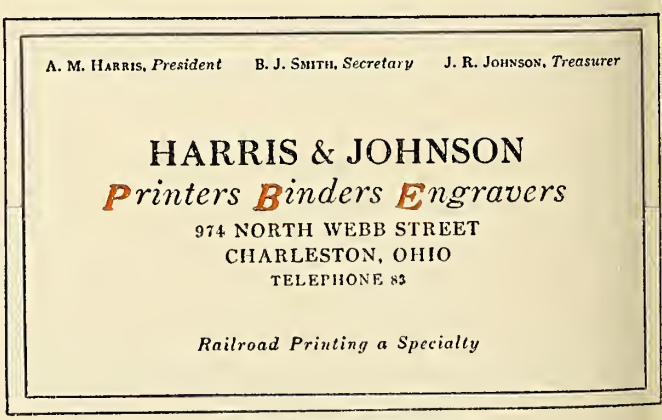
By Bertram B. Udell, Highland Park, Ill.



By N. C. Yager, Detroit, Mich.



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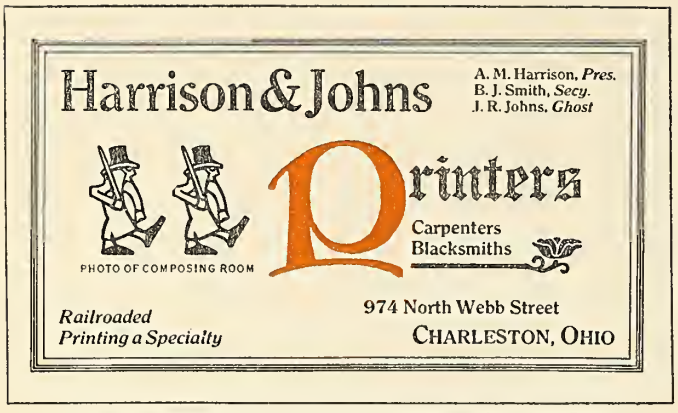
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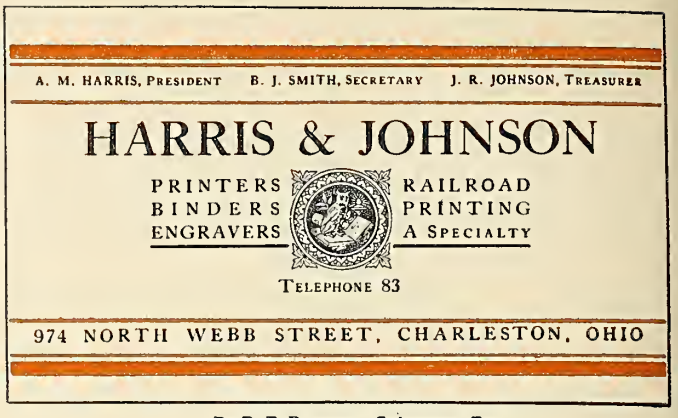
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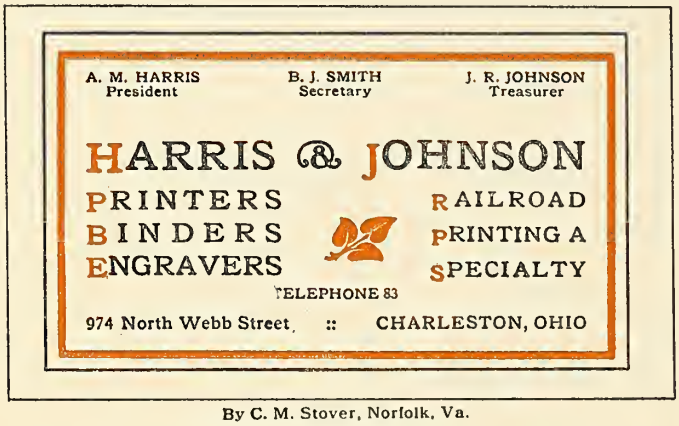
By Grant Van Etten, New York City.



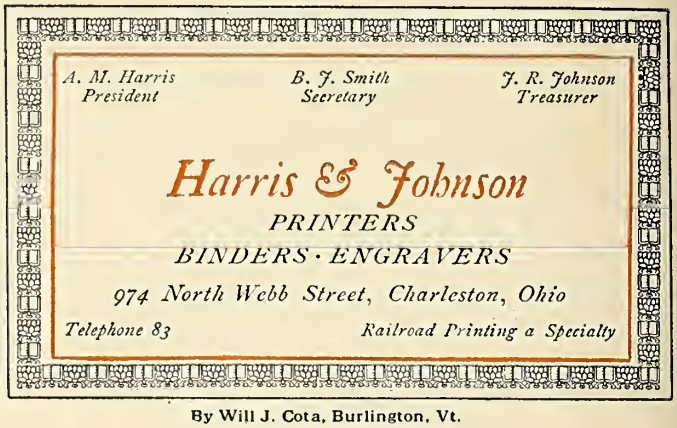
A humorous suggestion. By Oscar E. Winburn, New York City.



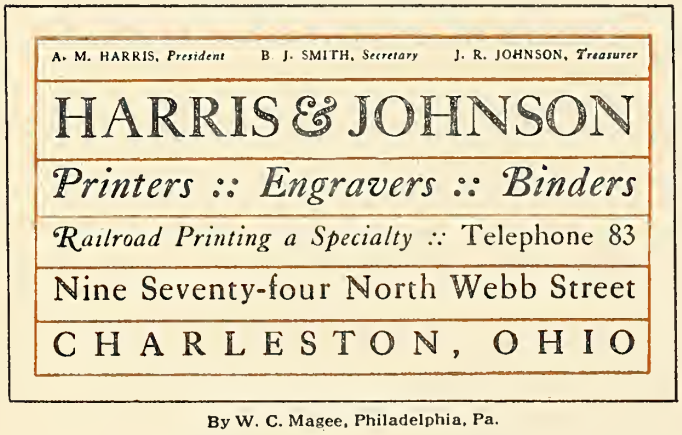
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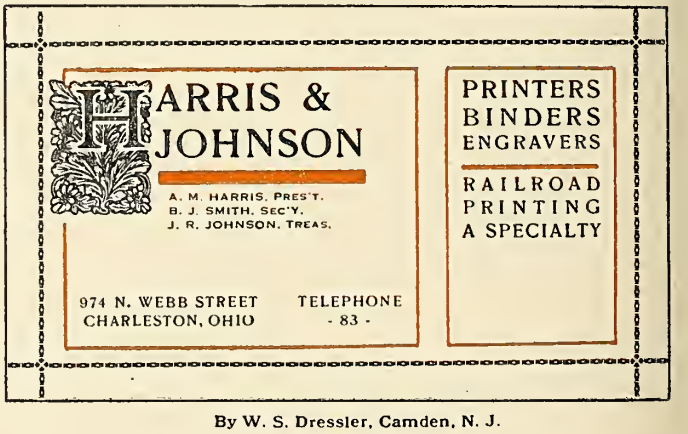
By C. M. Stover, Norfolk, Va.



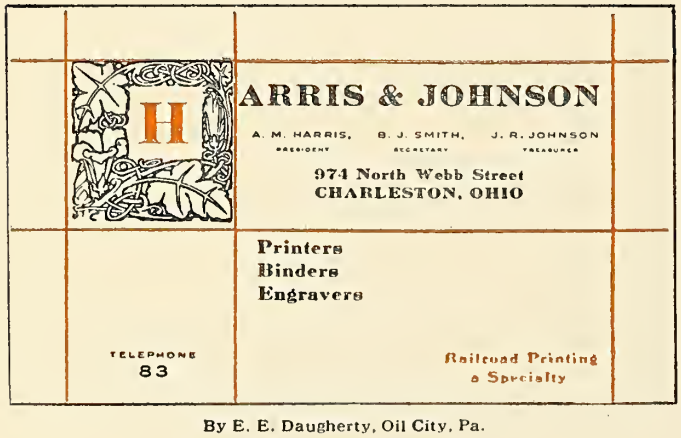
By Will J. Cota, Burlington, Vt.



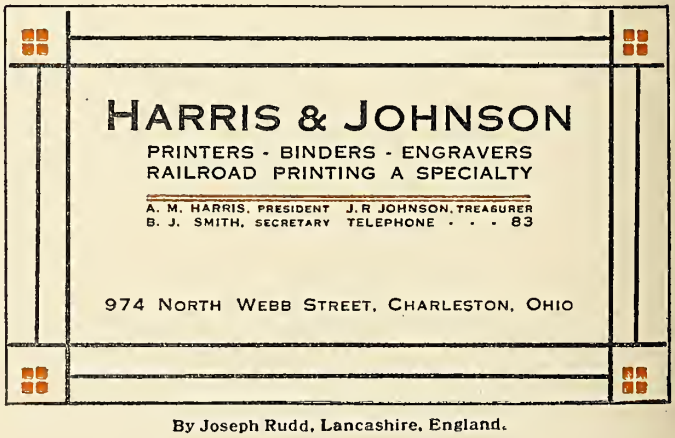
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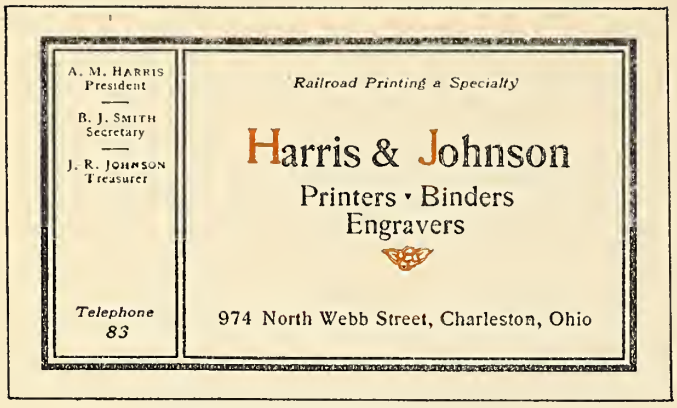
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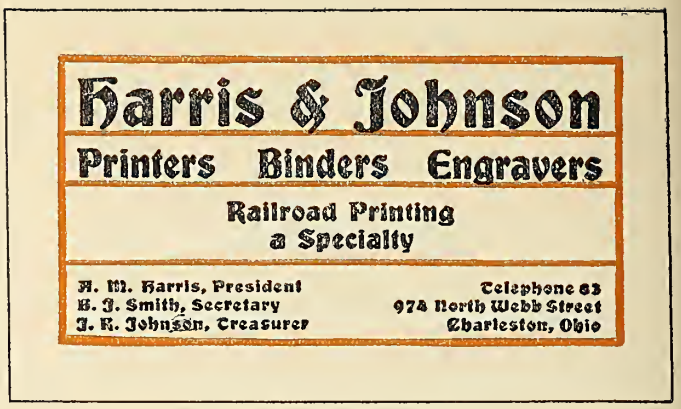
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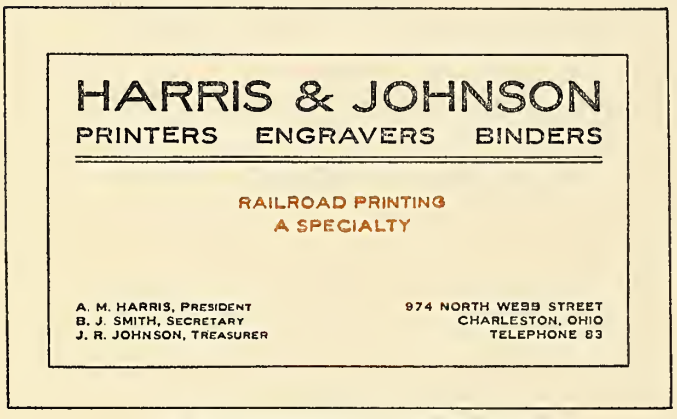
By Eli Black, Cleveland, O.



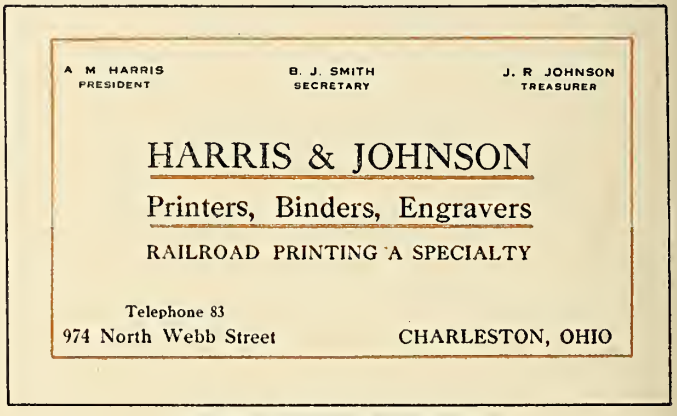
By Warren Goldsmith, Everett, Mass.



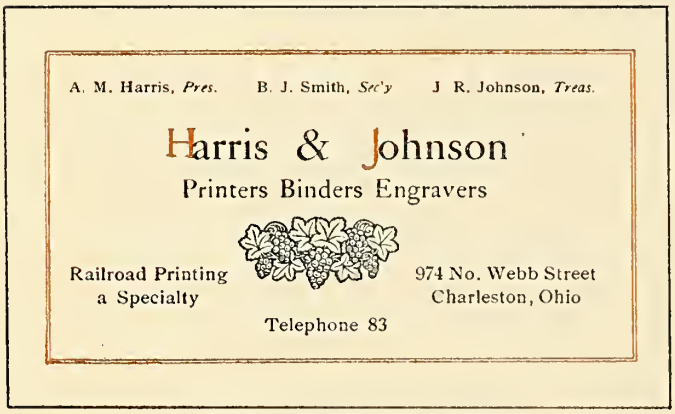
By Fred W Kiessling, Williamsport, Pa.



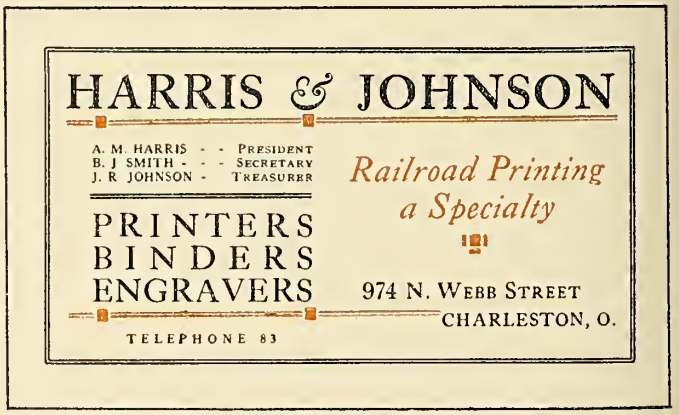
By Wm. B. Hemperley, Jr , Williamsport, Pa.



By R. W Shepherd, Portsmouth, Va.



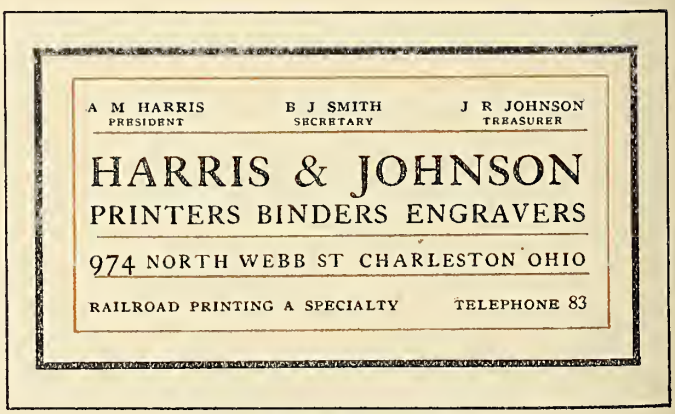
By Geo. R. Grady, Worcester, Mass.



By Fred. C. Meyer, Troy, N. Y.



By Martin Haugen, St. Cloud, Minn.



By Geo. R. Grady, Worcester, Mass.

JOB COMPOSITION

BY F. J. TREZISE.

In this series of articles the problems of job composition will be discussed, and illustrated with numerous examples. These discussions and examples will be specialized and treated as exhaustively as possible, the examples being criticized on fundamental principles—the basis of all art expression. By this method the printer will develop his taste and skill, not on mere dogmatic assertion, but on recognized and clearly defined laws.

The business-card contest just closed has been an unparalleled success. Never before has such a widespread interest and enthusiasm been manifested in a contest of this kind, and the number of entries was correspondingly large—958 designs being entered by 462 contestants. The designs came from Texas, California, Illinois, Louisiana, New Jersey, New York, Kansas, Ohio, Canada, Missouri, North Dakota, Pennsylvania, Virginia, Tennessee, Kentucky, Nebraska, Iowa, Connecticut, Mississippi, Minnesota, New Hampshire, Wisconsin, Massachusetts, Indiana, Colorado, Oklahoma, Hawaii, Montana, West Virginia, Washington, Wyoming, Idaho, Alabama, Georgia, Maryland, Scotland, South Carolina, North Carolina, Michigan, Maine, Utah, Delaware, Vermont and England, forty States being represented as well as several foreign countries.

As a result of the large number of entries, set under varying conditions and in widely different localities, the contest brings out what is to-day considered appropriate and pleasing in business-card arrangement. In the eight-page insert we have shown the thirteen prize-winning designs, together with forty-six other arrangements, the latter being chosen largely for their variation of style, in order that the reader may gather as many ideas as possible from the work submitted. In this way is the greatest good realized from contests of this kind, as the educational features are far more important than the question of prize-winning.

The first prize, $25, was won by Walter E. Brock, 768 Elizabeth street, San Francisco, California; the second prize, $15, was won by Max Albert, Jr., 297 Mitchell street, Milwaukee, Wisconsin; the third prize, $10, was won by Theodore Backen, 142 Fulton street, New York city. The ten $3 prizes were won by A. R. Gaskill, Helena, Montana; Otto Herman Miller, Hyde Park, Massachusetts; H. Rudgin, Roxbury, Massachusetts; Will J. Cota, Burlington, Vermont; Austin M. Reblin, Boston, Massachusetts; L. A. Johnson, Beachmont, Massachusetts; George Macbeth, Buffalo, New York; F. L. Crocker, Jersey City, New Jersey; Arthur G. Hallett, East Liverpool, Ohio, and John H. Woods, Atlanta, Georgia.

That the judges of the contest—Mr. John M. Larking, with The Henry O. Shepard Company; Mr. Edward D. Berry, of the Berry Press, and Mr. R. C. Stovel, of the Sleepeck-Helman Printing Company, all of Chicago—had no easy task in selecting thirteen prize-winners from a group of nearly one thousand cards is self-evident, and yet one can readily see that the decisions were made with careful consideration. Some of the trials of the judges, as well as their points of view on matters pertaining to the contest, are expressed in the following quotations from their letters:

There is a feeling that a certain fitness in type selection and arrangement goes with the occupation that the printing stands for. We have a professional style, and a heavier style for the hardware man, and so on. Although the points of fitness and style might enter into the consideration of these specimens, yet second thought would immediately suggest that a printer is not bound by any question of style whatever. He need not be trammeled by precedent or convention in his printing. He may give the freest expression to his own ideas in this matter, and, I may add, he frequently does. He need be governed only by the good taste that should control all typework. He may be precise, conventional or ladylike at the one extreme, or strong, original or unique at the other, just as he pleases.

This relieves the critic of the question of classification and bases his judgment on the single point of attractive typography.

The elimination of classes, of course, makes the selection of the best thirteen from a field of five hundred potential prize-winners rather difficult. The problem resembles somewhat the thankless task of referee at a baby show, and in a lesser degree that of the person who dispenses the ribbons at a dog show, where every entry is bred for prize-winning.

The writer selected from this large number of cards those that in his estimation were the most attractive, without any regard for any conventional arrangement or any particular type selection. Of course, being a typesetter, he appreciates some of the little refinements of composition, and in close decisions sometimes between cards of fairly relative merit, favored the one that showed more attention to good spacing and selection of type sizes.

JOHN M. LARKING.

Mr. Berry, in analyzing the cards which he selected for prize-winners, reveals some interesting points of view, and shows an unusually careful consideration. To quote from his letter:

That it was no easy task to select these from about one thousand specimens submitted will be accepted without argument, but it has been done to the best of my judgment and ability.

In selecting this card (winner of fourth prize) I was moved by the following: After the unwise selection of a large and unwieldy ornament as a basic piece, the handling of it was so clever as to evoke admiration. The ornament itself opened the way to multitudinous errors, all of which have been studiously avoided. For instance, the two main lines might have been set the same length as the ornament and the officers' names might have "flushed" to the right, both of which would happen in the hands of a majority of job compositors, and the job spoiled. Its impressive appearance and faultless balance, together with the "virtues of non-commission," easily give it a high place in my judgment.

EDWARD D. BERRY.

Mr. Stovel sees in the general appearance of the designs a tendency toward progression in things typographical:

Using simplicity, coupled with style and balance, as a foundation by which to determine the prize-winning specimens of this business-card contest, the judges found it no easy task to select the ones that attained these qualifications in the greatest degree.

That the interest in this contest has been unusually keen and appreciative is evidenced from the fact that 958 specimens were received from compositors in all parts of the world, and while some of the cards were a trifle faulty in details of construction, yet it proves conclusively that the general tendency in the "art preservative" is toward progression rather than otherwise.

R. C. STOVEL.

With all due consideration for the question of winning a prize in a competition of this kind, the greater and broader feature of these contests is their educational value, and we are gratified to note that this is recognized by a great percentage of the contestants. While, of course, each one enters a competition of any kind in the hope of being a prize-winner, still, in a large number of the letters accompanying entries, the compositors have expressed themselves as appreciating the educational value of this work far more than the prize feature. The effort stimulated by the working out of the problem can not be other than beneficial to the contestant, while the designs published are a veritable storehouse of ideas for future work.

Owing to unavoidable delay, the portraits and biographical sketches of the prize-winners, together with a complete list of the contestants, could not be placed in the present issue, but will be published in the next number of THE INLAND PRINTER.

SPECIMENS

BY F. J. TREZISE.

Under this head will be briefly reviewed brochures, booklets and specimens of printing sent in for criticism. Literature submitted for this purpose should be marked "For Criticism," and directed to The Inland Printer Company, Chicago.

Postage on packages containing specimens must not be included in packages of specimens, unless letter postage is placed on the entire package.

STETTINER BROTHERS, New York.— The blotter, for April, is clever and catchy in text, and well arranged.

E. F. BARBER, Winston-Salem, North Carolina.— The blotter is attractive in design, and shows an excellent use of colors.

H. S. BLACKBURN, Tacoma, Washington.— The booklet of specimens is very neat, and shows excellent examples of good practical work.

MERCANTILE PRINTING COMPANY, LIMITED, Honolulu, Territory of Hawaii. — The specimens are all neat and attractive, the blotters being especially good.

ALFRED N. EVANS, Columbia, Missouri.— The letter-head is a most attractive specimen. The arrangement is original and the colors are thoroughly harmonious.

NATIONAL PRINTING COMPANY, Pittsburg, Pennsylvania.—The Easter cards are attractive, although we would prefer a green of a slightly more yellow hue on the hand-lettered one.

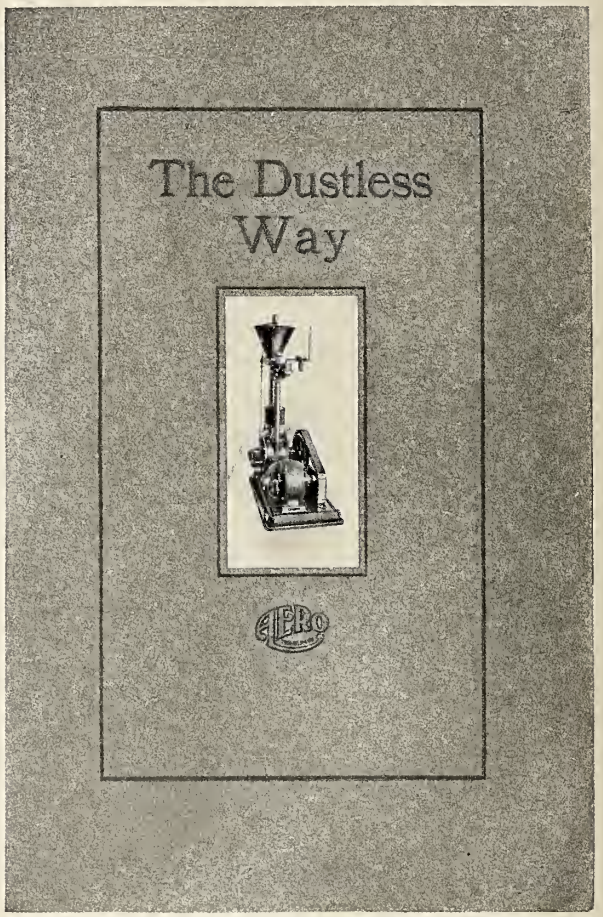
JAMES M. LAVERTY, New York city.— The letter-head and card show too many strong colors, the former being especially noticeable in this particular. The blotters are good in design and pleasing in color.

H. K. BRAILEY, St. Louis, Missouri.— The newspaper advertisements are excellent, and, being of such different nature from the general run of newspaper publicity, should be productive of excellent results.

S. B. DOWNING, Nowata, Oklahoma.— The blotter is an excellent example of dignified, simple typography. The other specimen, however, contains too many strong colors. A weaker tint for the ornament would be an improvement.

A. P. GOODMANSEN, Salt Lake City, Utah.— Your specimens show an unusual amount of originality in design, some of the covers being especially interesting. Your use of colors, however, is not as uniformly pleasing, a tendency being shown, in some of the work, toward combinations which are too strong in contrast. This applies particularly to the red and yellow combinations. The letter-head in blue and orange, on blue stock, is one of the most unusual treatments we have seen in some time. We show herewith a reproduction. In the original the lettering was in dark blue, tint behind type in panels in orange, and balance in light blue.

RECENT specimens from the Meyer-Rotier Printing Company, Milwaukee, Wisconsin, show no departure from the high standard formerly shown in printing from this concern. The work submitted to us consists chiefly of high-grade catalogues and booklets, of which, perhaps, the most noticeable is a catalogue for the American Air Cleaning Company. The cover, a reproduction of which we show herewith, is embossed in gray, on gray stock, the illustration in the center panel being printed in black, on white stock, and tipped on. On the inner pages the text is printed in gray, and the illustrations, chiefly half-tones, in black, on white stock. Mechanically, the book is all that could be desired, while the combination of gray tones on the cover gives an unusually pleasing effect.



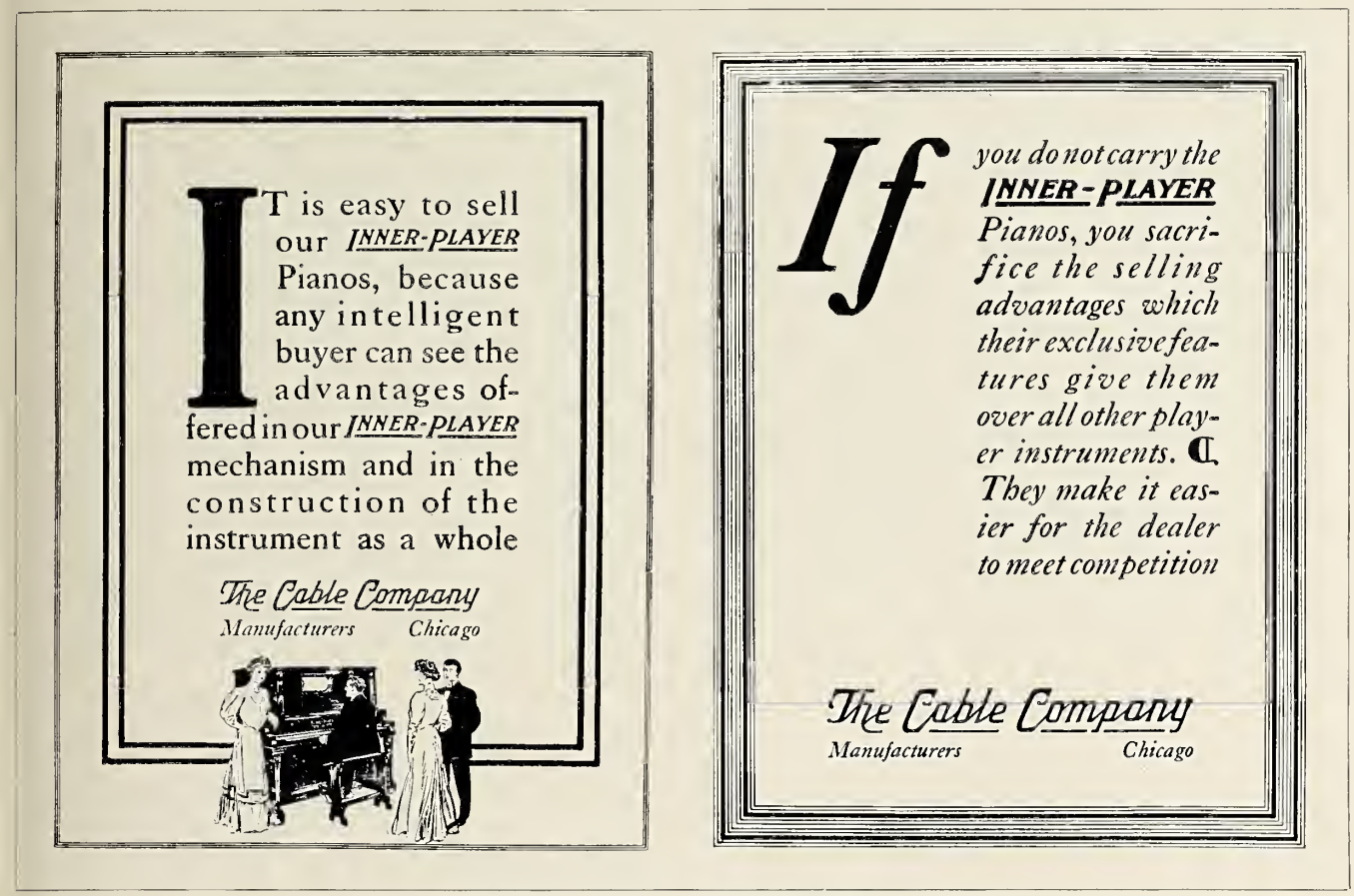
A handsome embossed cover, by the Meyer-Rotier Printing Company, Milwaukee, Wisconsin.



Letter-head, by A. P. Goodmansen, Salt Lake City, Utah.

JOSEPH M. CASSADY, New Hampton, Iowa.—The specimens submitted are neat in arrangement. Personally, we think that the line "The Leland Café" would look better if the type were lined up at the bottom and the rules omitted.

WE show herewith reproductions of two ads. for the Cable Company. They are from a series of "trade-paper" announcements, by R. C. Stovel, with the Sleepeck-Helman Printing Company, Chicago, and show an interesting use of rules and grouping of type-matter.



Striking advertisements, by R. C. Stovel, Chicago.

LAWRENCE J. BURR, Pittsburg, Pennsylvania.—With the small amount of matter on the envelope, we think that the ordinary corner-card would be preferable to the large panel. This arrangement is good where there is a large amount of copy or a cut.

FRANK G. SEE, Newark, New Jersey.—The advertising card is very clever and attractive. Your letter-head, however, contains too many type-faces, and the sizes are too large. We would also suggest that you avoid letter-spacing text type, as you have done in the date-line.

F. D. STARR, Watsonville, California.—The specimens are both interesting and attractive, the cover-design, on brown stock, being especially good. It would, however, show up a little stronger if printed in black, and we think that a trifle more strength of color is desirable.

IRWIN C. GAUMER, Salt Lake City, Utah.—Of the specimens submitted, we like best the menu and program for the banquet of the Utah Association of Life Underwriters. It is a very attractive piece of type-design. The menu for the Oak Café has too much red on the first page.

J. WILNER, Barrancas, Florida.—Two features are noticeable in the specimens which you have sent. One of them is the tendency toward the use of strong colors, where tints would be preferable, and the other is the letter-spacing of text letters. Otherwise the work is very creditable.

THE DREW PRESS, Jacksonville, Florida.—The specimens are all neat and attractive, and leave little to criticize. We would suggest that, on the first page of the Easter-greetings folder, you place "1910" with the lines at the upper part of the page, or at least place it farther from the border.

WILL H. FISKE, Coffeyville, Kansas.—While the four-page folder is a creditable piece of typography, still there are several points to which we would call your attention. The color combination would be much improved by the addition of more yellow to the red, even to the extent of making it an orange or orange-brown. The first page is a trifle too decorative, making it hard to take in at a glance, and a simpler treatment of the lower part of the page would be preferable. We note that, on the third page, you have followed the old newspaper style of leading the first stickful or so of solid matter. This should always be avoided.

IN an attractive booklet, entitled "The Story of a Great Success," the Gerlach-Barklow Company, Joliet, Illinois, presents the history of the building up of its great calendar business — probably the largest of its kind in the world. Incorporating in June, 1907, the company has, in the short time since, been compelled to triple the size of the large plant which it first put in, the growth of its business being little short of marvelous. The booklet is



Cover of a handsome booklet, by the Gerlach-Barklow Company, Joliet, Illinois.

fully illustrated with views of the plant, officers of the organization, etc. The cover, a reproduction of which we show herewith, is printed in dark green, light green and black, on green stock, with a three-color illustration, tipped on.



Two pages from an ornate booklet, by the Britton Printing Company, Cleveland, Ohio.

THE calendar of McCutcheon Brothers & Quality, for March, shown herewith, presents an interesting study in the breaking up of spaces, and will be suggestive to the compositor. The original, in black, gold, gray and orange, on white linen-finished stock, is especially pleasing.

L. M. RHODEN, Moultrie, Georgia.—We think that dark blue and light blue, or dark brown and light brown, would be more effective on the light-blue stock than the black and green which you have used. We would also suggest that you run the border across at the bottom of the heading, rather than ending it abruptly, as you have done. In that case, you could put the date-line outside of the panel, perhaps putting the matter which is now in the corner in the center. The other letter-head is well displayed.

AMONG the specimens received this month, a portfolio of booklets from the Britton Printing Company, Cleveland, Ohio, stands out prominently. The portfolio contains numerous examples of high-class work which this company has turned out for the banking trade. The work throughout is of the highest order, the designing, platemaking and presswork being of the very best. We show herewith reproductions of two pages, taken from one of the booklets. The originals were printed in colors, on mottled stock.

P. O. LAUDON, Stromsburg, Nebraska.— In case a firm is manufacturing or selling some certain article, the name of which stands for something distinctive, it is permissible to display the business as prominently as the firm name. For example, in setting a bill-head for "Jones & Co., Manufacturers of Gold Medal Shoes," the advertising feature of the name "Gold Medal Shoes" may warrant one in giving those words greater prominence than the firm name. The words "hardware and furniture," however, do not stand for anything distinctive. There may be a dozen furniture and hardware stores in a town, but only one "Jones & Co.," and, in that case, the latter displayed on a heading would mean something, while the display of the business would have no special significance. The question of the placing of the line at the bottom of the heading, instead of at the side with the other matter, is purely one of personal taste and is right in either place.

CHARLES WASHBURN, Laramie, Wyoming.—The cover-designs submitted are very creditable, and show an excellent appreciation of good typographical arrangement. While the particular blue and yellow combination that you were compelled to use on the year-book cover is not exactly pleasing, still a careful distribution of the two colors would have helped materially in securing a satisfactory result. If, instead of putting the greater portion of the page in yellow, you had run the bulk of it in blue, with just a touch of the yellow, the page would have been much better. Red, orange and yellow should be used sparingly in typographical designs, just a touch of either one of them being sufficient to brighten up the page. As a matter of personal taste rather than criticism, we would suggest the omission of the rules at either side of the word "of" on some of the pages. It is a rare occurrence for one to be able to fill out a line in this manner with any degree of satisfaction.



An interesting study in the breaking up of spaces.

NEWSPAPER WORK

BY O. F. BYXBEE.

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate-cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects, to O. F. Byxbee, 4727 Malden street, Chicago. If criticism is desired, a specific request must be made by letter or postal card.

The Man—The Field.

Several months ago a paragraph appeared in this department, suggesting that capable young men, with little or possibly no capital, but with an earnest desire to enter the newspaper field as publishers, send their names to THE INLAND PRINTER — that it was hoped that a plan could be developed whereby *the man* and *the field* might be brought together. This small item brought responses from nearly a hundred ambitious young men, some of whom had a small amount of capital to invest, many having their hopes centered on a certain location, but all lacked sufficient funds to launch their coveted enterprises. On the other hand, an occasional letter was received from a man looking for a partner, or a man with a job-printing plant and a newspaper, who was willing to turn the newspaper over to other hands for a small consideration, or a group of men who were looking for a man to conduct a newspaper in their locality. Now, why can not these interests be brought together? THE INLAND PRINTER is willing to be of all possible assistance to its readers in accomplishing this result. The principal difficulty with the ambitious young man is the lack of capital. THE INLAND PRINTER can not help to secure funds for the man with *no* capital, but the man with *small* capital might find some other man similarly situated, who would be willing to combine forces and thus get into a publishing business that would make a very gratifying future. One man might be qualified to handle the editorial and outside work, the other the business and inside ends. I would suggest that such men (and also those knowing of suitable locations) send a letter to me, addressed as indicated at the head of this department, outlining their desires, and the particular line of work for which they are best fitted, and stating the amount of capital they have or would be able to command. This must not be considered in any sense an employment bureau — it is simply to aid *the man* with small capital in getting in touch with *the field* where he can invest it profitably. In publishing the letters, no names or locations will be given, but each *man* and each *field* will be given a number, and those interested may be brought together through correspondence with the editor of this department.

Ad.-Setting Contest No. 29.

There have been so many requests for larger copy in THE INLAND PRINTER'S ad.-setting contests, that for No. 29 it has been decided to use a ten-inch, three-column ad., one which will afford ample opportunity for the compositors to display their talent. There are always less entries when the ad. is a large one, so that the chances of winning are consequently increased. The copy follows:

D. Alexander & Sons.

But a few days more left in which to avail yourself of the bargains offered during this great Cash-raising Sale. Those who fail to attend do themselves a gross injustice, for such economy chances are few and far between and never come again.

Silks and Dress Goods All Must Go. 75c Waist Silks, on Sale, 50c yard; 85c Plain Messaline Silks, 68c yard; $1 Black Taffeta Silk, 36 inches wide, 89c yard; $1.25 Guaranteed 36-inch Black Taffeta, 98c yard; 60c Wool Dress Goods, on Sale, 35c yard; 50-inch Black Mohair, 65c value, 48c yard; $1 All-wool Striped Serge Suiting, 75c yard; $1 Striped Voile Dress Goods, 50c yard.

Cash-raising Prices on Men's Furnishings. Men's 50c President Suspenders, on Sale, 39c; 50c Quality Good Leather Belt, now 38c; 50c and 75c Men's Summer Underwear, 42c; 75c Men's Golf Shirts, now 53c; 50c and 75c Good, Strong Working Shirts, 43c; $1 Fine Black Sateen Shirts, 69c; 75c and 50c Strong Work Gloves, 45c; $1 and $1.50 Fine Golf Shirts, 90c.

Final Clean-up Sale of all Tailor Wash Suits, $4.95. Your choice of any wash suit in the store. They are all made in the new long-coat effect, nicely trimmed, White, Light Blue and Pink. They are generally sold up to $10. Come early for first choice at $4.95.

Clearing Out Domestics. 7½c Fast-color Calicoes, 5c yard; 12½ Red Border Huck Towels, 9c; 15c Bleached Turkish Bath Towels, 11c; $1 Large White Bedspreads, 89c; 45c Welded Bed Sheets, 72 x 90 inches, 30c; 10c Good Percales, 8⅓c yard; 20 pieces Apron Ginghams, 5c yard; 40c Heavy Bleached Damask, 20c yard.

Men's and Boys' Clothing Under Wholesale Prices. Men's $12.50 Suits, on Sale, $8.75; Men's Suits, odd lines, one and two suits of a kind, values up to $20, on Sale, $9.85; Our Famous $15 Suits, on Sale, $11.35; Men's Fine Dress Suits, $20 and $25 values, on Sale, $14.60; Boys' Long Pant Suits, worth $8.50, on Sale, $5; Boys' Long Pant Suits, $12.50 to $15 values, on Sale, $9.50; Boys' Knee Pant Suits, $4.50 value, on Sale, $3.15.

Entire Stock of Silk and Linen Parasols at One-half Price.

Don't overlook the many Shoe Bargains in our Shoe Department. Men's, Women's and Children's Tan Shoes at cost and less than cost price. Every pair of shoes in the store at a reduction.

D. Alexander & Sons.

The same rules which have so successfully governed previous contests will apply to this:

1. Set 40 ems pica (three columns) wide by 10 inches deep.
2. Each contestant may enter two specimens.
3. The compositor is at liberty to change the arrangement of the copy, but must neither add nor omit any portion or words; *except* that the firm name may be used either once or twice, as the compositor prefers.
4. No illustrative cuts allowed. Material used to be limited to type, border, rule and such cuts and ornaments as are furnished by typefoundries in series or as parts of border and ornament fonts.
5. One hundred printed slips of each ad. to be mailed (either *flat*, or folded only *once*) to "O. F. Byxbee, 324 Dearborn street, Chicago."
6. Use black ink on white paper, 8½ inches wide by 12 inches deep, *exactly*.
7. Write plainly or print name of compositor on one slip only, which should be enclosed in the package.
8. Each contestant must enclose 20 cents in 2-cent stamps or coin, to cover the cost of mailing to him a complete set of the specimens submitted. Canadian dimes may be used, but not Canadian stamps. If two designs are entered, no extra stamps will be required.
9. All specimens must reach me not later than June 15, 1910.

The sheet with the compositor's name and address, and the stamps or coin, should be enclosed in the package of ads. and not sent in a letter; in fact, it is better not to write a letter at all. The usual plan of designating the best ads. will be followed: A complete set of all the specimens submitted will be mailed to each compositor within a few days after the close of the contest, and the compositors themselves will act as judges, each being requested to select which, in his judgment, are the best three ads., and those receiving the largest number of points will be reproduced in THE INLAND PRINTER, together with the photographs and brief biographical sketches of the compositors who set them. Three points will be accorded each ad. selected for first place, two points for each second choice, and one point for each third. Contestants should read the rules very carefully and see that each provision is fully complied with, as failure to meet the conditions may debar their work. Special care should be taken to have the size of the paper correct, as one ad. on paper too long or too wide would make every set inconvenient to handle, and any such will

be thrown out. Particular note should also be made of the date of closing, as ads. received too late can not be accepted. Where a compositor enters two ads., and they are both mailed at the same time, each set of specimens should be wrapped separately, and the two enclosed in one package. THE INLAND PRINTER is able to reproduce only a limited number of the ads. submitted, so that those who do not participate are missing much of the benefit to be derived from a study of the various styles of display in a complete set. There will be one hundred sets of ads., and, should the number of contestants be unusually large, the sets will be given to the first one hundred who enter, so that the advisability of submitting specimens early is apparent.

A Prize-winning Newspaper.

At the meeting of the Kansas Editorial Association, held in Wichita, prizes were offered for the nearest to mechanical perfection in various phases of newspaper


Junction City Union.

THE COURT DOCKET

ARE FOUR EX-CRIMINAL CASES

CORN NOT INJURED

THE STATE HAS SEED CORN

TO PUT IT UP TO PATRONS

INSPECTING HORSES

IS AN ANNUAL EXAMINATION

DAMAGED BY COLD WEATHER

GILSON STOCK SOLD WELL

O'NEAL MUST HANG

MACKEY WILL SPRING TRAP

work, and nearly every paper in the State was entered in the competition. The list of winners is as follows:

For the neatest appearing Kansas paper — Junction City *Union*.
For the best display in advertising columns — Junction City *Union*.
For the best general make-up of a Kansas paper — Junction City *Union*.
For the neatest letter-head used by own paper — Anthony *Republican*.
For the best single display advertisement — Larned *Chronoscope*.
For the neatest paper using ready-print — Sterling *Journal*.
For the best copy of illustrated edition — Independence *Tribune*.

It will be noticed that the Junction City *Union* carried off the lion's share of the honors, and its first page is reproduced, to show "the neatest appearing" and "the best general make-up," as determined by the judges. A seven-column page lends itself nicely to the arrangement of headings in alternate columns, and the *Union* has not only utilized this advantage, but is using an attractively arranged display-head and has made a very wise selection of type for its headings. The three styles of headings are shown full size. There is nothing better for the first and third parts of a No. 1 head than gothic, and the style selected by the *Union* is the neatest. It will be noticed that great care has been taken in writing the heads on the first page, so that the lines are neither crowded nor too widely spaced, and the second and fourth parts are also of uniform length. There is no good reason for making the fourth dash shorter than the others, although many papers adhere to this custom. The lower-case "o" in the dashes between articles is superfluous and could be omitted to advantage. The No. 2 and

FOR MANY STATE BUILDINGS.

Kansas Will Spend Over Half Million Dollars This Year.

The state will spend more than $500,000 this year in new buildings and improvements. State Architect Chand[illegible] of Topeka, has comp[illegible] ule of work of

No. 1.

No. 3 headings harmonize nicely with No. 1, and the three in combination make a first page that should easily be a prize-winner.

The Setting of Good Ads.

There was an unusual number of good ads. submitted this month for criticism, and many more which were not so good. The greatest fault with many compositors is an attempt to display too much. I have before me, for example, an ad. with eight lines and seven of the lines are displayed, six of the seven being of practically the same size, while the seventh is but a trifle larger. The compositor should learn to take his copy and study it for a minute or two (longer, if necessary), and ask himself, "Now, which is the most important line in this ad.?" and, having determined what should be brought out strongest, set that line first. Then, what is the next most important line or lines, and set them next. After these are determined, set in type and placed on a galley, he can build the rest of his ad.

WAS IT A PRACTICAL JOKE?

UNION PACIFIC TRAIN NO. 102 CAME TO SUDDEN STOP.

Not Appreciated and Intimated That Prosecution Is to Follow—The Switch Light Changed.

Who swung a red light on a switch at Salina early Monday morning and stopped Union Pacific train No. 102, the fastest train on the Union Pacific system.

No. 102 not only stopped at this apparent signal of warning, but [illegible] ed at Salina [illegible] train[illegible]

No. 2.

around them, or *on* them, if you choose, using them as a *foundation*. Where there is a large amount of body to the ad., to be set in straight matter, sometimes it is necessary to set the body first, but the above applies more particularly to the smaller ads., where there is very little if any body, and each line *could* be used as a display line in the absence

of anything better. In the setting of larger ads., where there is much body (perhaps tabular matter), there is again great opportunity for misjudgment, and often a letter too large is used for the body, and, after this is all set, it is found there is not room for proper display. Where there is a question in the mind of the compositor whether

COUNTY QUARANTINE

STATE LIVE STOCK COMMISSIONER NOTIFIES OFFICIALS.

COUNTRY DOGS TO BE KILLED

The Sheriff and His Deputy Have Instructions to Kill All Dogs at Large in the Country.

J. H. Mercer, Kansas state live stock sanitary commissioner, today notified the officials of Geary county that a live stock quarantine against dogs had been declared in this county. Of late several head of stock
bitten and
that

No. 3.

the body will go in six-point or eight-point (or eight-point or ten-point), he should set the display first and he will then be in a position to judge more intelligently. In nearly every instance where this method is followed, it will be found that the smaller size will be ultimately selected. Where there is so much matter that there is no question but that it must be set in solid six-point, and this is the smallest type in the ad. alley, then the *body* should be set first. I am reproducing a few unusual ads. The first (No. 4) was set by Frank D. Star, of the Watsonville (Cal.) *Register*, and shows an excellent solution of a knotty problem. At the top is a stock cut and in the center another, one the exact opposite of the other in shape. There was little else but the firm name. Without seeing the finished work, it would seem almost impossible to take these and produce a well-balanced ad., but Mr. Star accomplished it nicely. Script is a decidedly bad and improper letter for a newspaper ad., and the compositor, of course, was not responsible for its use, but if the balance of the type in this ad. had harmonized with that at the top the effect would have been even better. No. 5 contains an acrostic as its principal feature. This is submitted by Rudolph Smith, of the Beach (N. D.) *Advance*. The whole ad. is built around the acrostic, but it is not sufficiently emphasized to catch the eye — the initials should have been the largest type in the ad. R. M. Coffelt, of the Junction City (Kan.) *Republican*, submitted a number of very good ads. No. 6 is one of them. This ad. was written in such a manner that it was impossible to display the article advertised, but Mr. Coffelt made the best of the situation. The two panels of unequal size is an unusual but effective arrangement. Some other commendable ads., in which there was nothing to criticize, were received from H. Emmet Green, of Anthony, Kansas.

Newspaper Criticisms

The following papers were received, together with requests for criticism, and brief suggestions are made for their improvement:

Fauquier Democrat, Warrenton, Virginia.— A well arranged paper, with some very neat ads. A few of the ads. on page 7 have too much display.

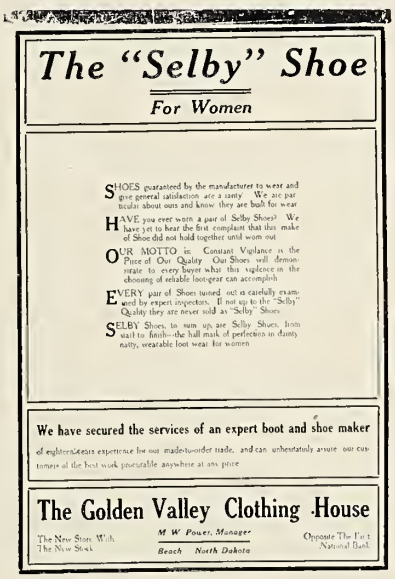
Janesville (Wis.) *Gazette*.— Your "Spring Fashion Edition" was one of which you may justly be proud. The extensive showing of appropriate advertising is well handled and nicely printed.

Wray (Colo.) *Gazette*.— You are publishing a neat paper and the make-up is well handled, considering the fact that you do not have sufficient news to fill the first page without using short local items. The running of dashes between these short items does not improve the appearance of the page, and the repetition of the heading, "Wray Locals," is not advisable. Why not use a two-column or four-column box heading in the middle of the page for these? Twenty-four-point Old Style caps., or any other similar letter, would make a suitable line.

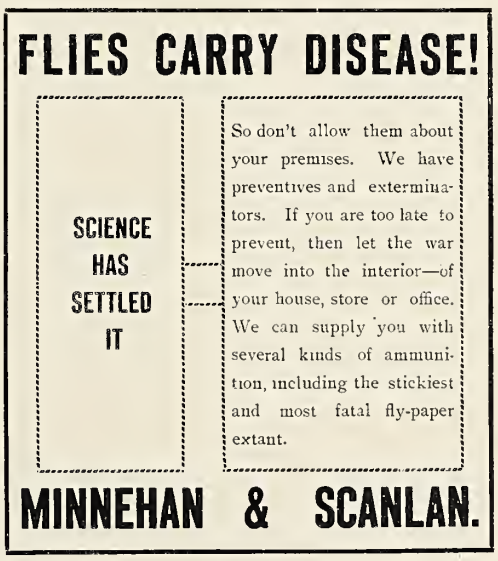
Clarksburg (W. Va.) *Herald*.— You are certainly making the most of the news articles on your first page. An examination of several issues indicates that you should increase advertising rates in order to give your subscribers their money's worth of reading matter.



No. 4.



No. 5.



No. 6.

Lisbon (Ohio) *Journal.*— The running of six display heads, all the same size, across the lower half of the first page, while it is a novelty, is not good taste. You should avoid placing headings opposite each other.

Bwana Tumbo (whatever that means), Roosevelt, Long Island.— Your paper certainly has some most original features. With sentences and paragraphs in italic, caps. and gothic (à la Hearst) you ought to have no difficulty in stirring up public sentiment in the interest of the public welfare, which is apparently your intention.

Was It a Mistake?

An exchange says: "A misplaced head in a Kansas paper has put several people in an embarrassing position. Head-line, 'Got Him at Last,' should have gone over a patent medicine advertisement, but was used by mistake over the story of a wedding."

In Memory of a Newspaper Man.

On April 2 a monument, erected by many friends to the memory of Robert F. McDougall, a well-known and highly esteemed newspaper man of southern New Jersey, was dedicated at Waterford, his late home. Addresses were delivered by prominent citizens. Mayor Charles S. Ellis presided.

Editor Sent to Jail.

Found guilty of having sent through the mails improper reading-matter, Orra F. Havill, editor of *Havill's Every Morning*, at Mount Carmel, Illinois, has been sentenced to six months' imprisonment in the Wabash county jail. Havill is also under sentence to jail for sixty days for libel, and the appeal is pending in the Appellate Court. The editor conducted his own defense.

Newspaper Banquets Employees.

At the Hotel Reddington, at Wilkesbarre, Pennsylvania, the *Times-Leader* recently tendered a banquet to its employees, which has become an annual custom with this well-known newspaper. Each guest was presented with a menu consisting of a miniature edition of the *Times*, printed especially for the occasion, and containing complimentary references to certain employees in the different departments of the paper.

Refuse to Be "Fired."

At St. John, New Brunswick, a rather novel situation has developed in the newspaper field. Some time ago the *Evening Times* purchased the *Evening Star*, and the members of the *Star* staff were notified that their services no longer were required, but the editors and printers simply refused to quit their jobs. They removed to another building and went right ahead publishing the *Star*, adding the word "New" as part of the name. Litigation is threatened to convince these obstinate newspaper men that they rightfully have no jobs.

New Magazine Section for Newspapers.

On June 12 the Chicago *Tribune*, Cincinnati *Enquirer*, St. Louis *Globe-Democrat*, Philadelphia *North American*, Pittsburg *Dispatch* and the Washington *Post* will contain the first issue of a new magazine section to be used by these newspapers in their Sunday editions. It will be an up-to-date monthly magazine, complete in literature and art, similar to well-known standard magazines. The promoters of the new enterprise are Lynn S. Abbott, of New York, and Ralph E. Briggs, of Chicago. A. W. Rolker, who is to be the editor, is a writer of wide experience in both the magazine and daily newspaper fields.

Peculiar Newspaper Deal.

A report comes from Ashland, Kentucky, that the merchants of that city have concluded a deal with the local papers for a consolidation. The *Independent*, the oldest paper, is to take over the *Daily Commercial*, a morning daily. In addition to this, the merchants are alleged to have forced an agreement that no advertising space will be sold to Huntington (W. Va.) and Ironton (Ohio) business men, who have been strong competitors for Ashland trade. In return for this concession the local merchants have agreed, it is said, to bind themselves to purchase a certain amount of space annually.

Newspaper Laboratory at Wisconsin University.

A newspaper laboratory is one of the new features of the course in journalism at the University of Wisconsin this year. It is equipped with seven standard typewriters with desks, on which the students are required to write their stories.

To furnish models for their work, several thousands of well-written news stories of all types have been mounted and classified in a large filing-case. Magazine and special-feature articles, taken from newspapers and other periodicals, have also been provided to furnish students good examples of this kind of material.

Files of the New York papers, the Milwaukee and other Wisconsin dailies, and representative weeklies of the State, are preserved for daily reference and use by the students in newspaper work.

Reference-books, descriptive matter and illustrations of typesetting and typecasting machines, printing-presses and stereotyping outfits also form a part of the laboratory equipment.

A "morgue," with obituaries, cuts and matrices of well-known people, shows the students how much matter can be preserved for use on short notice.

Over seventy-five students have enrolled in the six courses offered in various phases of newspaper work.

News Notes.

THE papermakers' strike is still on.

KANSAS Republican editors are organizing.

THE Clay Center (Neb.) *Sun* has gone down.

THE New York *Herald* will build a new home.

THE Los Angeles *Evening Express* is erecting a new home.

CAPT. J. P. MARCHART has sold the Girard (Ala.) *Journal.*

AT Lexington, Ky., the *Gazette* is reported out of business.

THE *Christian Herald*, Detroit, Mich., is reported suspended.

THE Anderson (Tex.) *Advocate* has been moved to Navasota.

THE Remsen (Iowa) *News* is said to have been discontinued.

THE Troy (Ind.) *Times* has been revived by Otto J. Baertich.

THE Alliance (Ohio) *Review* is facing two $5,000 libel suits.

THE Marshall (Mich.) *Chronicle* has absorbed the *Expounder.*

THE Boston (Mass.) *New Bureau* has added a morning edition.

C. H. GAMBLE, of Galesburg, has leased the Galva (Ill.) *News.*

O. C. KIRKPATRICK has discontinued the Worchester (Kan.) *Star.*

THE Minot (N. D.) *Daily Reporter* is in the hands of a receiver.

ON April 15 the *Pilot*, at Steamboat Springs, Colo., became a daily.

AT Ridgeway, Pa., the *Democrat* has been closed out at sheriff's sale.

SOCIALISTS, it is said, will start a weekly paper at Des Moines, Iowa.

THE 1910 edition of Remington's Newspaper Directory has been issued.

THE *Call*, Booneville, Mo., has been consolidated with the *Daily Gazette.*

A SUNDAY morning edition has been added by the Butte (Mont.) *News.*

A NEW home is in course of construction for the *Telegram*, Worcester, Mass.

IT is reported that the Williams (Iowa) *Hornet* has suspended publication.

JOHNSON CITY, Tenn., is to have two daily newspapers — morning and evening.

THE Middleton (Ind.) *News* will issue weekly hereafter instead of twice a week.

ANDREW CARNEGIE has indicated his intention to start a national daily newspaper.

A NEW monthly, to be known as *Arts and Decorations*, will be started at New York city.

ANDREW CARNEGIE was the guest of honor at a recent dinner of the Chicago Press Club.

IT is said that T. H. Keays will begin the publication of a paper at Kindersley, Sask.

H. O. MASSIE, of Vale, S. D., will establish a weekly paper at Belle Fourche, that State.

B. C. MOULTON and O. M. Trevillyan have secured a half-interest in the Stuart (Iowa) *Herald.*

AT the age of one hundred and two the Lancaster (Pa.) *Volksfreund und Beobachter* has ceased to be.

Tom Watson, it is reported, will start a daily paper at New Orleans, to be known as the *Jeffersonian*.

Ex-Mayor Gibson, of Zanesville, Ohio, has been made managing editor of the *Times-Record* of that city.

Homer Davenport, the well-known cartoonist, will establish a national weekly paper at Portland, Ore.

The Springfield (Mass.) *Republican* has added two stories to its building, making it five stories high.

W. T. and J. Beach have purchased the interests of P. L. Clark in the Zanesville (Ohio) *Daily Gazette*.

F. C. Gates, late of the Lake City (Ark.) *Progress*, it is reported, will start a weekly at Monette, Ark.

A theatrical and society publication has made its appearance in El Paso. It is called *The Rounder*.

The Jamestown, (Ohio) *Journal* and *Press* have been combined under the ownership of W. S. Galvin & Son.

Fire damaged the plant of the Simmons Publishing Company, Springfield, Ohio, to the extent of $10,000.

F. R. Ogg & Son have secured a controlling interest in the Olattie (Kan.) *Mirror*. B. F. Culley remains as editor.

The Baltimore *Sun*, on April 18, began the publication of an evening edition, with J. Haslup Adams as editor.

On May 10 and 11 the Southern Newspaper Publishers' Association will meet in annual convention at Mobile, Ala.

Lora Lamborn, publisher of the Canton (Ohio) *News*, has started an evening edition, which is called the *Times*.

As the result of receivership proceedings, James R. Rhodes has secured control of the Newton (Iowa) *Daily News*.

The Brockwayville (Pa.) *Record* issued with three blank pages recently, on account of its plant being destroyed by fire.

Elihu R. Childers, who recently secured an interest in the paper, has become business manager of the Columbia (Mo.) *Herald*.

Jacob Geiselman has disposed of his interest in the Kendallville (Ind.) *Daily News* to Oscar Michaelis, who is now in full control.

Col. Geo. Work has sold his stock in the *Review* at Sistersville, W. Va., to C. J. Smith, and Mr. Smith will become general manager.

Louis Pilcher has been made editor of the Nicholasville (Ky.) *Tribune*. He is a well-known newspaperman in that part of the State.

Chester, Mont., is to have a newspaper. E. N. Disney, formerly publisher of the Wilbston (N. D.) *Herald*, is behind the new enterprise.

A German patent has been filed describing a method whereby old newspapers may be utilized in making new paper by elimination of the ink.

Greenfield, Ind., has only one daily newspaper, the *Tribune* and *Reporter* having been combined under the ownership of Newton Spencer.

An appeal has been taken to the Supreme Court by the United States Government in its case against the New York *World* for libel in the Panama dispute.

Claude Rowley has succeeded H. H. Hoffman as editor of the Lorain (Ohio) *Times-Herald*. Mr. Hoffman becomes the general manager of the Toledo *Times*.

George Weatherhead, the State printing expert of North Dakota, will resign in the near future, it is said, and engage in the newspaper business at Minot, N. D.

The new Socialist mayor of Milwaukee and his wife have instituted damage suits against the Milwaukee *Sentinel*, for $50,000 each, alleging defamation of character.

On March 19 publication of the St. John (N. B.) *Sun* and *Star* was discontinued, having been taken over, respectively, by the *Telegraph* and the *Times* of that city.

For a number of years publisher of the old Hartford City (Conn.) *Times*, A. W. Tracey recently purchased an interest in the Newcastle *Daily Times* and will become its editor.

There is a rumor in Nebraska paper circles that William Jennings Bryan will start another weekly on his return from his travels, and that Nebraska politics will receive due consideration.

Railroad men are fighting the bill before the New York Legislature compelling the publication of train schedules in newspapers. The bill is recommended by the Public Service Commission.

On a charge of criminal libel brought by a local merchant, Freeman Knowles, editor of the Lead (S. D.) *Lantern*, a Socialist weekly, was acquitted by a jury, after ten minutes' deliberation.

James Von Lotten and G. D. Bentley have taken over and will consolidate the plants of the Donaldsonville (La.) *Chief* and *Times*, and will continue publication of both papers. Job-printing will be added.

The publishers of the Lansing (Mich.) *State Republican* have filed a $25,000 damage suit against the Lansing *Journal*, as the result of an editorial in that paper referring to the *State Republican* as "Auntie."

Fourteen graduates of the course on journalism at the University of Wisconsin have formed an organization for the purpose of bringing together the upper classmen who are preparing to engage in newspaper work.

Frank Skala, editor of the *Christian Journal*, a Belgian publication at Pittsburg, Pa., was slain on Sunday, April 10, by an anarchistic fanatic, just after having delivered an address in the Second Presbyterian Church.

A judgment for $30,000, as the result of a libel suit brought by the Secretary of the Interior of the Philippines, has caused the suspension of *El Renacimiento*, the leading Filipino newspaper, published at Manila.

It is said that Walter Pulitzer, son of the founder of the New York *Morning Journal*, contemplates using part of the fortune bequeathed by his father to establish a magazine distinctly different from the type of present-day periodicals.

An Oklahoma paper — the *Daily Oklahoman* — is said to have carried more advertising during February than any other paper in the United States, with the exception of the New York *World*. And this is the State with such an "obnoxious" constitution.

A one-hundred-dollar prize has been offered by Arthur Capper, publisher of the Topeka (Kan.) *Capital*, for the best essay on "Editorial Independence in Modern Journalism," by a student of the department of journalism of the University of Kansas.

At 2:45 o'clock in the morning, the one hundred and fiftieth performance of Joseph Patterson's play, "The Fourth Estate," was commemorated with a special performance for newspaper men of Chicago. This was the first time on record that a theatrical performance was given at such an hour, and the theater was packed to the doors.

"We will fight anything that looks like Jim Crow, whether it be in business, religion, politics or in the schools," is the pronunciamento of the Dayton (Ohio) *Citizen*, which recently was purchased by Mrs. J. G. Robinson from her husband, Dr. J. G. Robinson and W. O. Harper, who had disagreed as to the policy of the paper.

A bill has been introduced in Congress appropriating $20,000 for the purpose of erecting a statue to the memory of Januarius Aloysius MacGrahan, famed newspaper man, known as "The Liberator of the Bulgarians." His articles in the London *Daily News*, descriptive of the atrocities practiced upon the Bulgarians, are said to have been the means of winning Bulgaria's freedom. In that country his memory is annually celebrated with a requiem mass. His remains were brought to America and interred in Ohio, his native State.

New Publications.

Babylon, N. Y.— *The Hustler*.
Port Leyden, N. Y.— *Enterprise*.
Sugar Creek, Ohio — *The Budget*.
Melville, Sask.— *Sun*. E. B. Rorke.
East Las Vegas, N. M.— *Daily Star*.
Hugo, Okla.— *Choctaw*. J. G. Curd.
Huntsville, Ala.— *Times*. J. E. Pierce.
Port Barre, La.— *News*. R. W. Howard.
Hepworth, Ont.— *Progress*. O. E. Steim.
Trimble, Tenn.— *Times*. J. M. McKinnon.
Raymond, S. D.— *Gazette*. W. B. Andrus.
Detroit, Mich.— *Buzz-Saw*. Socialist party.
Tulsa, Okla.— *Daily Post*. W. G. McCarthy.
Basin, Wyo.— *Spanish-American*. M. Sanchez.
Estevan, Sask.— *Progress*. E. B. Comstock, Jr.
Bonners Ferry, Idaho.— *Journal*. J. P. Taylor.
Garnersville, Iowa.— *Tribune*. R. O. Schumacher.
Liberal, Mo.— *News*. J. P. Moore and L. DeSissa.
Ingersoll, Okla.— *Enterprise*. Lawrence Millspaugh.
Coatsville, Ind.— *Herald*. J. Wolfe and D. Metzger.
Kavinia, S. D.— *Lake Front Booster*. Leroy Breemer.
New Brunswick, N. J.— *Sunday Review*. O. G. Franke.
Bay Minette, Ala.— *Baldwin County News*. E. L. Cally.
Troy, Tenn.— *Tribune*. G. O. Jackson and M. L. Nichols.
Oxford, N. Y.— *Review*. G. L. Stafford and H. J. Galpin.
Cambridge, N. Y.— *News*. Cambridge Publishing Company.
Belle Fourche, S. D.— H. O. Massie is planning a semi-weekly.
New York, N. Y.— *Knit Goods*. McCready Publishing Company.
Montreal, Que.— *Canadiseus Echo* (German). John Lovell & Sons.
Vancouver, B. C.— *Opportunities* (magazine). Opportunities Publishing Company.
New Haven, Mass.— *United Workers' Journal*. In the interests of organized charities.
Ravenna, Ohio.— *Portage County Daily Journal*. Editor Benjamin, of the *Weekly Journal*.

Butte, Montana, has a new Irish Nationalist paper, called the *Independent*. J. B. Mulcahy is the editor.

The Houston (Tex.) *Daily Record* appeared on March 28. It is a live paper of twenty pages, with the editorials on the last page.

IS THIS A FREE COUNTRY?

BY CHARLES FRANCIS.
(President of the Printers' League of America.)

If so, is a free country worth living in?

When the writer was in the South, thirty years ago, he often heard the negro pine for the days of slavery, for, said he, "I was then taken as much care of as the amount the master paid for me, but now I have to hustle for a bare living, and, if sick and want a doctor, have difficulty in getting one at all and hard work to pay him after recovering."

Now, the slaveholders of this free country seem to vary in the commercial life from employee to employer; if the employer has the upper hand he will drain the last dollar out of the employee, with rare exceptions. While, should the employee be able to assert his authority, the same proposition is carried out, and the employer's earnest and hard work to provide a competency is swept away and neither employer nor employee benefited thereby.

What is the reason for this morbid condition of affairs? Just plain "*selfishness*."

This "selfishness" seems to be inherent in the human family, and seldom is it imbued with "common sense," and can not see further than to-morrow or the next day at farthest. It has just one thought, *Get! Get! Get!* We

boast about our great improvement in civilization, and yet, this strife is kept up from day to day. Where is the remedy?

Congress does not dare to touch it, because it is not the will of the people that it should be touched; and, if the legislator, either State or national, showed any sign of interfering with our inherent right to fight one another, as dogs do over a bone, he would be relegated at once to obscurity, and probably suffer for his heroic action. Therefore, until it is the will of the people, we can not come out of the state of barbarism existing since the world began. We have improved in education, we can read and write, and even think better than we did last century, and yet, we are still divided into classes and masses, fighting one another.

In a few days from this writing the President of the United States is coming to a dinner in New York city, concerning the American Peace and Arbitration League, which calls for universal peace by conciliation and arbitration. This is intended to maintain peace between the nations, which is a very laudable object, but why not begin at home?

There have been spasmodic efforts throughout this great country to maintain the equilibrium of fair dealing between employer and employee, notably, by the Newspaper Publishers' Association, and more recently by the Printers' League of America.

Any statesman who can formulate, introduce and carry through an act that will do away with the destructive force of the strike and lockout, and substitute for these abominations the reasonable coöperative forces of conciliation and arbitration, will bring this country to the very forefront of the civilization of the world.

A fair division between capital and labor, administered without fear or favor, that will give "justice to all," and keep up production from day to day and every day, with a fair day's pay for a fair day's work, and make such provision as will enable the workman to purchase his home and care for his family, and still allow a fair remuneration to the employer and salesman of the goods produced, is what is needed.

About the time of the Pennsylvania coal strike it was stated, in a speech at Atlantic City, that, should conditions between labor and capital remain the same as at that time, within a few years the blood of our people would be running on the streets of the cities of this country in a far more disastrous war than that of the French Revolution.

Why not begin at home and form a "Peace and Arbitration League" for conciliation and arbitration and show to the world that we are what we claim to be — a free people.

IMPORTANT CHANGE IN MIEHLE COMPANY.

The printing world raised its eyebrows when it read in the daily press that the Miehle Printing Press Company had passed into new hands. At the time of going to press it was given out at the company's Chicago office that there was nothing to say on the subject, but that an announcement would be made later. The daily papers said that President John Hewitt remained with the company and would be a member of the new directorate, with the new owners — William V. Kelley, president of the American Steel Foundries; John W. Kiser, president of the Phœnix Horseshoe Company; Darius Miller, president of the Chicago, Burlington & Quincy Railroad, and F. R. Gansberger, a Chicago attorney. It was also stated that the price paid was approximately $1,100,000 — at the rate of nearly $800 a share of stock purchased.

TRADE NOTES

Brief mention of men and events associated with the printing and allied industries will be published under this heading. Items for this department should be sent before the tenth day of the month.

Big Map Company Moves.

The largest map-publishing concern of Iowa — the Iowa Publishing Company, of Davenport, employing a force varying between fifty and one hundred — is moving to Des Moines. A lease has been secured for the upper two floors of the Des Moines Fire Insurance building.

United Typothetae to Meet in May.

By direction of the Executive Committee, Secretary Franklin W. Heath announces that the twenty-fourth annual convention of the United Typothetæ will be held in Washington, D. C., on Tuesday, Wednesday and Thursday, May 17, 18 and 19. Headquarters will be at the Hotel Raleigh.

To Keep Work at Home.

"There is enough printing going out of the city to keep two or three big institutions at work," declared a member of the Oklahoma City Ben Franklin Club, at a recent luncheon of that organization. A committee was appointed to investigate the question and inaugurate a plan to turn the tide of home trade to the local plants.

Larger Premises for Chicago Ben Franklin Club.

The quarters long occupied by the Chicago Ben Franklin Club having become inadequate for the club's needs, larger ones have been secured in the same building — the Monadnock. A suite embracing spacious reception and committee rooms, on the sixth floor, has been leased by the directors. The club will move into its new quarters May 1.

Publishers Gather.

The American Newspaper Publishers' Association met at the Waldorf-Astoria, New York, on April 27 to 29, inclusive. Preceding this meeting the Associated Press held a session. It was announced that, with the exception of the discussions on labor and paper by the Publishers' Association, only routine matters would be discussed. Of course, the usual joint banquet was enjoyed.

Pennsylvania Publishers Punished.

Fines aggregating $600 have been assessed against the members of the company publishing the Newcastle (Pa.) *Free Press*, a Socialist weekly, for failure to print at the head of the editorial column the names of the publishers, as required by law. The publishers of *Solidarity*, of the same city, who likewise were fined, have refused to pay, and will go to jail. The *Herald* publishers were found not guilty, but were ordered to pay costs.

Bookbinders Protest Against Tariff Construction.

The New York Bookbinders' Board of Trade has announced its intention to test in the courts Assistant Secretary of the Treasury Curtis' decision that imported

books bound in leather come under the clause imposing twenty-five per cent duty. The contention of the employing bookbinders is that the new tariff law's intent is to place these especially bound books under the forty per cent clause relating to importations of manufactured leather.

A Printer-Statesman.

Earl W. Hodges, who is a printer, newspaper man, clerk of the State Printing Board and secretary of the Arkansas Press Association, has just completed a strenuous campaign for the office of Secretary of State, winning out in the primaries by a handsome majority. We know this for the reason that during the campaign Mr. Hodges neglected his business somewhat, and the first thing he did on its completion was to forward THE INLAND PRINTER a check in payment of subscription for "your excellent publication."

New Organization at Philadelphia.

Eighty-eight members were enrolled at a meeting called at Philadelphia, on February 10, to form an organization to be known as the Philadelphia Club of Printing House Craftsmen. The success attending the birth of the new organization was greatly appreciated by the printers who have been instrumental in bringing it about, and it is expected to do effectual work for the betterment of the local trade. Like the New York organization of similar cause, the membership is composed of superintendents and foremen, and once a month discussions will be had on the different problems confronting the printing industry.

Devils' Club.

In a recent number of THE INLAND PRINTER mention was made of the fact that the Typographical Union of Houston, Texas, in conjunction with employing printers, had made arrangements with the local Young Men's Christian Association for the instruction of apprentices at night schools, in order that they might not be deprived of an opportunity to round out their education. These boys have formed what they call a "Devils' Club," and took advantage of an invitation to attend a recent meeting of the union. The lads took the floor and explained in detail the splendid progress they had made, and, incidentally, made their benefactors feel proud of their accomplishment.

British Employers' Convention.

Beginning on Friday, June 17, the Federation of Master Printers and Allied Trades of the United Kingdom of Great Britain and Ireland will hold its annual meeting at Newcastle. The program does not differ materially from similar gatherings on this side of the water, except that it laps over Sunday, and the items for that day include a church service in the morning and a sacred concert in the evening. The officers do not propose that the convention shall interfere with business, for they announce that in case the anticipated general election is held in June the date will be changed. Even more than with us, an election seems to be a profitable function for the British printer.

Second-class Mail.

Printers and publishers who desire to be well informed on the subject of second-class mail matter and its relation to the Post Office Department, as well as its importance to the business industries and general public, should secure a copy of the proceedings of the Committee on the Postoffice and Post Roads, which has been printed in book form and is ready for distribution. The volume contains a complete report of all the arguments presented to the committee by many prominent publishers as a result of the recommendation of President Taft, that the present rates be increased to meet the deficit of the Postoffice Department. The volume also contains reports and statements of the Postoffice officials relative to their position on the matter of higher rates.

President Lynch Loses His Mother.

Mrs. Sarah Caufield Lynch, seventy-nine years old, mother of President James M. Lynch, of the International Typographical Union, died at her home, 344 Delaware street, Syracuse, New York, on Tuesday, March 29. Mrs. Lynch had been ill for some time, but was improving, when she had a sudden sinking spell and died a few hours later. Mrs. Lynch was born in England and came to this country at the age of eighteen years. She went to Syracuse a short time after and has been a resident of that city for more than fifty years.

Mr. Lynch has the sympathy of friend and foe in the bereavements that have been his recently. Some time ago he buried his father, and his wife has been an invalid for two or three years.

The Monotype.

From the press of the Robert L. Stillson Company, 120-130 Center street, New York, comes one of the handsomest and best printed booklets of the year, the book of "Monotype Success," monotyped in red and black on India-tint paper, coated, illustrated with nearly two hundred halftones from photographs showing in detail the making and selling of the Monotype. The book, which is a 15¼ by 8⅜ inch format, is bound in red parchment covers decorated with border design in green, name in black and gold letters, with specially designed end papers, in black and gold silhouettes of the Monotype caster and keyboards, fastened with red silk cord; title-page with imprint in buff tint. The story of the Monotype's success is as well written as the booklet is well printed, the whole affording a fine specimen of simplicity, unity and taste.

Southern Firm Elects New Officers.

Robert W. Ewing, for the past six years general manager and treasurer of the firm of Roberts & Son, well-known printers, engravers and stationers, of Birmingham, Alabama, at a recent meeting of stockholders, was elevated to the presidency of the concern, succeeding C. W. Ufford, who has retired from active participation. The new president has gained the confidence and esteem of the stockholders through the splendid condition of the finances and business of the company as a result of his capable management. The new board of directors is as follows: Richard W. Massey, W. B. Dickeron, Major E. M. Tutwiler, Hill Ferguson, C. W. Ufford, James G. Smith, Richard V. Evans, G. F. Thum and Robert W. Ewing. Roberts & Son employ about one hundred people, and the reputation of the establishment for producing high-grade work extends throughout the Southern States.

New Engraving Firm at Detroit.

At 11 and 16 Woodbridge street, Detroit, Michigan, an engraving, designing and electro-stereotyping plant has been established by Stewart, Bell & Schwart, a new firm whose members are eminently fitted, through long experiences, to build a substantial business. Of the three partners, Donald F. Stewart formerly was director of engraving plants in New York city and Philadelphia, and recently has been head of the Detroit *News* art department; Walter E. Bell formerly was in charge of the electrotyping department of the Peninsular Engraving Company, being known as an expert in his line; Aleck Stewart is

connected with Berry Brothers Paint & Varnish Company. Of the $15,000 worth of intricate machinery bought by the new firm, much of it has been secured under exclusive rights and can not be duplicated in Michigan. THE INLAND PRINTER extends its best wishes for the new firm's success.

Technical Education in Detroit.

The Educational Committee of Detroit Typographical Union, No. 18, is one of the most active of the many similar committees that have sprung up in the jurisdiction of the International Typographical Union during the past two years. The committee not only keeps the subject fresh, by regularly referring to it at union meetings, but has formed a technical club, under the auspices of the organization, using its rooms for meetings, etc.

The purpose and scope of the club's work may be gathered from the following card, which was recently mailed Detroit printers: "The Detroit Printers' Technical Club. Wednesday, March 9, 'The Making of Type,' by Mr. J. H. Taylor, in the Keystone Type Foundry salesroom, 43 Larned street, West, at 8 P.M. Tuesday, March 15, 'Mutual Advancement.' A meeting for the mutual advancement of practical printers and apprentices, in room 410 Buhl block, at 8 P.M. Tuesday, March 22, 'Arts and Crafts Movement, and Its Possibilities for Printers,' by Mr. Frank C. Baldwin, in room 410 Buhl block, at 8 P.M. Monday, April 25, 'The Plantin Museum,' an illustrated talk, by Prof. A. H. Griffith, in the Detroit Museum of Art. Arrangements are being made for other talks of interest to printers and apprentices. Watch the daily papers for future announcements. You are invited to attend these talks. Come and help boost the craft. Please post this card in the composing-room."

The committee is composed of Charles L. Powers, William Smelt, Frank A. Becker, Charles F. Keppler, William T. Finn, Charles O. Bryce and George Huck.

Envelope Makers' Convention.

The American Envelope Manufacturers' Association will hold its second annual convention at Chicago during the week of May 9 to 16. President Clapp in a message to the membership makes this strong appeal for a full house:

"It is well within bounds to say that the American Envelope Manufacturers' Association occupies a larger place in the esteem and affection of its members and of other envelope manufacturers than ever before. The splendid fight led by this association for relief from the unfair competition of our Government has not only already brought important results, but the prospects of a complete triumph is now better than ever before. The energy, persistence, self-sacrifice, and unity with which this campaign has thus far been waged has lifted the whole trade in its own self-respect and in the regard and estimation of the commercial world.

"Under these conditions the annual meeting of the association to be held in May is an occasion of unusual importance, and every loyal, far-seeing envelope man owes it to himself, to his fellow manufacturers and to his industry to be present. Nothing would do more to discourage the energy and weaken the force of the work which the Campaign Committee has been carrying on with such self-denying persistence than an attendance of the May meeting anything short of large and enthusiastic. Every member of the association absent from this meeting casts a definite vote against the continuance of an earnest, united struggle to maintain our rights. Every member who allows himself to be detained by ordinary engagements does his part to make those who have carried the burden of the fight feel that their work is not appreciated and that it is not highly regarded by the trade at large."

Among other things, the convention will elect officers for the ensuing term, but it is expected the members will retain the present official staff, which follows: President, Clement L. Clapp, Chicago; vice-president, C. R. Scudder, St. Louis; secretary, Fred McB. Dorris, Buffalo; treasurer, Benjamin B. McFadden, Binghamton, New York. Executive Committee: F. H. Hesse, St. Louis, Missouri; C. C. Davis, Centralia, Illinois; George Seelman, Milwaukee, Wisconsin; the president and the secretary, *ex officio*.

International Typographical Union Election.

On the eighteenth of the present month (May) the regular election of the International Typographical Union will be held. All of the present officers are candidates to succeed themselves, and for each office there are one or more opposing candidates, with considerable interest being manifested in the different contests. President Lynch and the other officers who have assisted him in the conduct of the International business during the past few years are said to be sanguine as to the result, on account of the exceptional progress the organization has made under their leadership. A report from headquarters states that more than $10,000,000 in additional wages has gone into the pockets of union printers during the past five years as a result of the work of the International Union. The report further states that during the past two years the reduction in hours in the unions affected has amounted to over five hundred thousand a year, or twenty-nine days of eight hours each for each member. For the past three years the reduction in hours is given as 7,200,000 a year, a total of 21,600,000. The report also shows that wages have been increased $41,895 a week, the total for the past two years amounting to almost $4,500,000. The membership is close to 52,000, the highest in the history of the union.

On the other hand, the opposition candidates are charging that concentration of power at Indianapolis is becoming a menace to the democratic spirit which should permeate trade-unionism, and that if they shall be elected their policy will be to extend to the local bodies greater power in the settlement of local disputes.

William N. Reilley, of Dallas, Texas, is seeking to supplant President James M. Lynch.

A Hustling Candidate.

"Yumpin' Yimminie Yee" is the title of a bulletin issued by C. J. Anderson, of Omaha, Nebraska, who is a candidate to represent the local typographical union at the Minneapolis convention next August. Of all the specimens of literature emanating from printers who have been or are running for office, this is the most unique, original and best printed that has come under the notice of THE INLAND PRINTER. If "Yake" is not elected his ability as a publicity agent can not be blamed, for the little bulletin is a masterpiece in the field of campaign literature — not only because of the originality of its contents, but because it is a matchless piece of job-printing and should gain the admiration of every constitutent who loves good printing. "I am in the race to win," the candidate declares, in the bulletin; "don't forget that for a minute. I am making a clean, aggressive fight. I have heard of no ungentlemanly work being pulled off against me by the other candidates." On page 9 of the bulletin occurs this item: "Halley's comet has been scheduled to present itself to view ere long. Looks as though a 'comet' from a job-office was already

on the Milky Way to election. Keep your eye on the political horizon and watch the 'comet.'" "Yumpin' Yimminie Yee" should push "Jake" Anderson into an easy lead over his opponents.

General Notes.

ALBANY Typographical Union, No. 4, celebrated its sixtieth anniversary on April 5.

THE Hay & Grain Publishing Company has its main office now located at Chicago, instead of Decatur, Ill.

JAMES SIMPSON, printer, is making an enviable reputation as chairman of the Toronto Board of Education.

A MOVEMENT has been started to organize a stock company to publish a Republican newspaper at Seaford, Del.

CONTRACT for a new manufacturing plant has been let by the American Printing Ink Company, at Cincinnati, Ohio.

J. A. PADDLEFORD has been selected expert State printer of Texas. The appointee is from Austin, and is highly regarded.

AT public auction recently, E. E. Crumrine purchased the Journal Printing & Publishing Company's plant, at Washington, D. C.

FRANK KAYL, the pressman in charge of a flat-bed perfecting press used to print the Norfolk (Neb.) *News,* was instantly killed while at work, on March 21.

A SIMPLIFIED cost system was enthusiastically discussed at a recent meeting of the Business Men's Club, of Toledo, Ohio, which was attended by about fifty job printers.

WICHITA (Kan.) is to have a paper mill. The American Paper Manufacturing Company has been organized, with Eugene Kelly as president. Capitalization, $500,000.

POLICEMEN who have been holding jobs as printers in the New York police and fire departments are about to lose them. "Big Six" has forced a civil-service examination.

F. DOOLITTLE MONTGOMERY, acting resident director of the Ravenswood (Ill.) plant of the Manz Engraving Company, is touring Europe with his family, and will not return until the early fall.

THE members of Minneapolis Typographical Union, together with their wives, mothers, sisters and daughters, have begun preparations to royally entertain the International convention in August.

STUDENTS of the printing department of the Philadelphia Trades School are being congratulated upon the typographical appearance of the school's catalogue, recently issued, which was entirely the work of the students.

C. N. BARDIN, J. A. Lyles and J. E. Baker, well-known Tampa (Fla.) printers, have purchased the V. A. McCluney & Co. printing plant, and will conduct a high-grade job-printing business under the name of Tampa Printing Company.

PRINTING pressmen's unions in all parts of the country have begun the study of lessons sent out by the International Tuberculosis Commission, on the subject of tuberculosis. The local unions receiving the lectures have agreed to take up and discuss them in regular meeting, devoting not less than half an hour to each lecture.

THE Detroit Board of Commerce has arranged for a home-product exposition, to be held June 20 to July 6, this year, to accelerate the commercial and industrial interests of the city. The exposition grounds will be on the Detroit river, where a huge building will be erected and used in conjunction with the large Wayne pavilion.

FIRST STATE BEN FRANKLIN CLUB.

Representative job-printing and newspaper men of South Dakota have organized a State-wide Ben Franklin Club. On April 8, an enthusiastic gathering assembled at Mitchell and entered into a heart-to-heart discussion on the cost of job-printing and the need for better business methods in estimating. As has been the experience in other parts of the country, the discussion developed a wide difference of opinion as to the best method of figuring costs, but it is hoped that the new organization will bring the printers of the State together on a common basis for computing the costs of different classes of printing.

After the adoption of a constitution and by-laws the following officers were elected: President, W. R. Roland, Mitchell; vice-president, J. W. Parmley, Ipswich; secretary, F. F. Nash, Canton; treasurer, H. A. Sturgis, Beresford.

Gilbert F. Byron, president of the Minneapolis Ben Franklin Club, and J. F. Adams, of Sioux Falls, addressed the new organization.

WORK OF A COLLABORATOR.

Here's an advertisement taken from a morning paper that shows to what a pass genius may come in a great city:

"WANTED—A collaborator, by a young playwright. The play is already written; collaborator to furnish board and bed until play is produced." — *Success.*

OBITUARY

ON March 28, 1910, Frederick Teschner, for many years representative in the Southern territory of Sigmund Ullman Company, New York.

THE National Printing Company, of Omaha, Nebraska, announces the death of its president, Mr. John Rosicky, in memorial form, as follows: "In deep sorrow we announce the death of John Rosicky, president of our company, Saturday, April 2, at the age of sixty-four years. He has been a conscientious and faithful officer and coworker. We shall always revere his memory for the upright, helpful and loving life he lived, and its simplicity and usefulness."

Samuel M. Bronson.

Energy and resourcefulness are the peculiar characteristics of the people of Connecticut, and these qualities were eminently displayed in the life of Samuel M. Bronson, treasurer and general manager of the National Machine Company, of Hartford, Connecticut, who died suddenly, on March 1, at his home in Hartford, in the seventy-eighth



S. M. BRONSON.

year of his age. Mr. Bronson began his business life at the age of thirteen, clerking in a store. He afterward learned the cutler's trade, and for four years was a manufacturer of shears and pocket-knives. Then he was successively a mill overseer, a postmaster and traveling representative for the Adams Express Company. In 1869 he entered the retail

market and grocery business, and three years later began in the wholesale line, in which he continued for twenty-two years. When fifty-nine years old, in 1891, he organized the National Machine Company, with Charles E. Billings, Silas Chapman, Jr., and others. He was elected treasurer in 1893 and secretary in 1894, holding both offices until 1897, when he resigned as secretary and was made treasurer and general manager, positions which he held at the time of his death. The company manufactures the M. Gally Universal press, which has been awarded many grand prizes at international expositions. Mr. Bronson was one of the organizers of the Hartford Merchants' Exchange, of which he was president, and with which he was connected until he retired from the grocery business.

In 1853 Mr. Bronson married Miss Harriet A. Burnham, daughter of Lucius A. Burnham, who became one of Wisconsin's pioneers. Mrs. Bronson died in 1893, at the age of sixty-two years.

Mr. Bronson was one of the best-known Masons in Connecticut, and occupied the highest offices in that order.

The funeral was held Friday, March 4, from the family residence, and he was buried at Spring Grove cemetery, with the full Templar ritual.

John O. Anderson.

At Ottawa, Illinois, on March 18, where he had gone in the hope of regaining his health, John O. Anderson, secretary and treasurer of the firm of Partridge & Anderson, electrotypers and stereotypers, Chicago. Mr. Anderson was born in Chicago, March 5, 1868. After leaving school he was employed with the Shea-Smith Printing Company, later taking a position with the Elgin Watch Company.

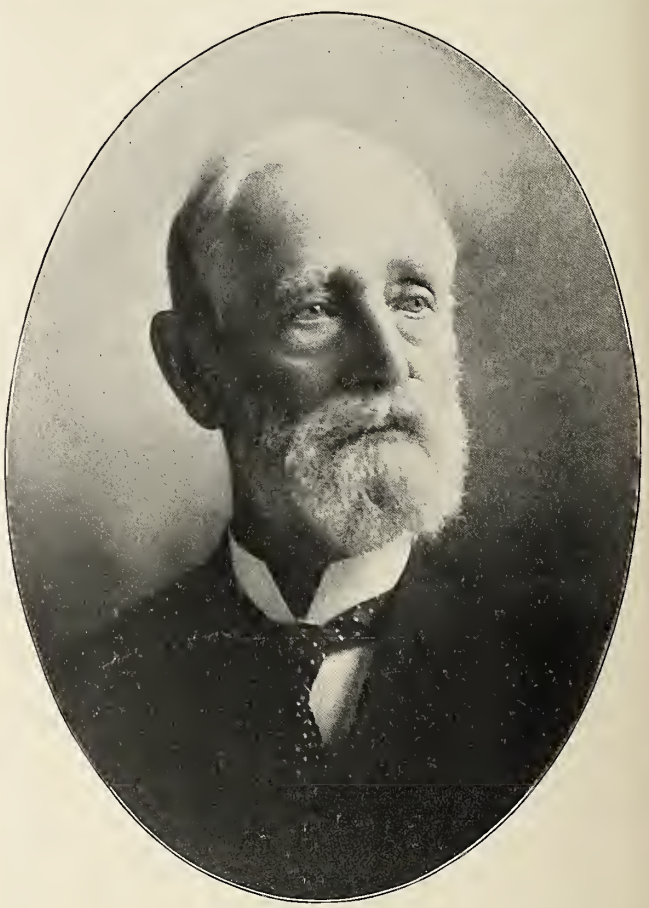


JOHN O. ANDERSON.

Some years later he was engaged with the A. N. Kellogg Newspaper Company, and remained there until he started in business with C. S. Partridge, in July, 1901. The business increased under his tireless efforts until to-day it is one of the largest of its kind in Chicago. Mr. Anderson was a member of Company F, First Regiment of Infantry, Illinois National Guard, at the time Captain (now Colonel) Eddy was in command of that company. He left the service as first sergeant. He was a man of courage, energy and character, and a jovial disposition which made for him a host of friends. The funeral took place from his late residence in La Grange, Illinois, on March 20, to Rosehill Cemetery, Chicago, Illinois. His widow and young daughter survive him.

Levi Shepard.

On Saturday, March 26, 1910, in the town of Norwich, Chenango county, New York, the home of his young manhood, died Levi Shepard, father of the late Henry O. Shepard, president of The Inland Printer Company and The Henry O. Shepard Company, at ninety-two years of age. To his wife he leaves the memory of sixty-seven years of



LEVI SHEPARD.

loving companionship, and to his children — two daughters, one son, three grandchildren and two great-grandchildren— the blessing of a good name.

He went to Norwich when he was twenty-one years old, from his native place of Hamilton, Madison county, New York, where he was born June 23, 1818. Four years after settling in Norwich he married Miss Carolina Olendorf, of Afton, New York, and for twenty-seven years thereafter they lived in Norwich, where Mr. Shepard pursued his trade of tailor's cutter. In 1866 the family moved to Appleton, Wisconsin, removing a year later to Aurora, Illinois. Here Levi Shepard engaged in the drug business with his son-in-law, Dr. John Hurlbut, of Norwich, who had also come West. Soon after the Chicago fire the Shepards came to Chicago, and Levi Shepard took a position as cutter with Charles P. Kellogg & Co., wholesale clothing manufacturers, which he kept for twenty-five years. Afterward he

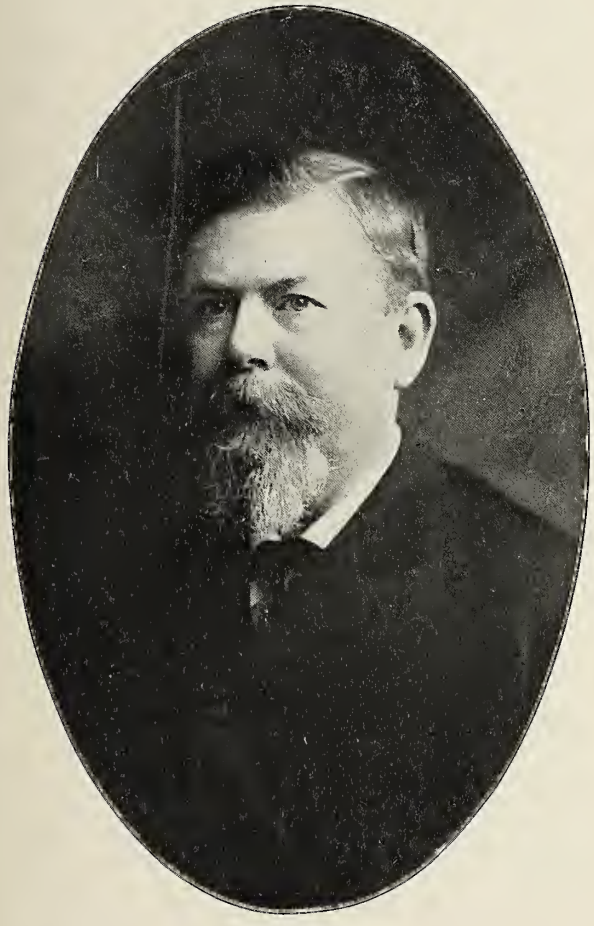
went into business with his son, Henry Olendorf Shepard, president of The Henry O. Shepard Company and of The Inland Printer Company.

Ill health and the weight of years finally compelled Mr. Shepard to give up all active business, and he returned to Aurora to reside. On November 19, 1903, Mr. and Mrs. Shepard celebrated the sixtieth anniversary of their wedding. Two years later, in 1905, Mr. and Mrs. Shepard went back to Norwich, to the old homestead of Doctor Hurlbut's father. There Levi Shepard died, and was buried three days after, at Mount Hope Cemetery.

The living grandchildren are Mrs. Merton L. Hunt, of Norwich; Mrs. Clara Brinkerhoff, of Chicago, and Robert C. Allen, of Cleveland. The two great-grandchildren are the son and daughter of Mr. and Mrs. Hunt. At the funeral, beside the large gathering of friends and neighbors, were present Mrs. Henry O. Shepard, of Chicago, and her daughter, Mrs. Henry Brinkerhoff; also, Frank A. Shepard, a nephew; Mr. and Mrs. Harry M. Strawn and Robert C. Allen, of Cleveland, Ohio, and Mrs. Pamelia Olendorf, of Binghamton, New York.

Reuben T. Thornton.

Reuben T. Thornton, for many years secretary and treasurer of the W. F. Hall Printing Company, of Chicago, died on March 4, in Birmingham, Alabama, where he had gone on a vacation. He was the only brother of H. W. Thornton, western manager of the Huber-Hodgman Printing Press Company. We copy the following tribute to his memory, from the *Clarion*, of the Church of the Atonement, Edgewater: "It is with no usual sense of grief that we record the death of our dear friend, Mr. Reuben Thornton, which occurred in Birmingham, Alabama, where he had gone to recuperate his health. Mr. Thornton was a brother of our vestryman, Mr. H. W. Thornton, and had for some years been a communicant of the Atonement.



REUBEN T. THORNTON.

"We share keenly and in a very personal way the deep grief which Mr. Thornton's death has caused. He was a man of rare and beautiful character; of singular purity of life and motive; an earnest Christian man in the most true and perfect sense. We shall long cherish the great privilege of an intimate personal friendship with such a sterling champion of all that was noble. A man of utmost modesty as to his many good qualities, it is doubtful if he even in the least realized how readily others were looking upon him as a living example of the life that a Christian man should live.

"And, while hearts are sorrowful, we yet can give God 'high praise and hearty thanks' for the grace and virtue declared in such a life."

CO-OPERATION IN AMERICAN COST COMMISSION.

Mr. J. A. Morgan, chairman of the American Printers' Cost Commission, 11 South Water street, Chicago, reports that the commission have held, since their appointment, five meetings, at which the work delegated to them has been carefully considered and considerable progress made.

At the meeting just closed in Chicago, the work of drafting the forms for the International Cost System was completed. They expect to have ready for distribution within a very short time the blanks for the system, together with an explanatory description of each and the method of operating the system. A set of these will be forwarded to any one upon application to the chairman.

The work of compiling a complete mailing-list of the printers of this country by the chairman of the commission has been a most difficult one, and while a list of six thousand names has been gathered, this, of course, is not complete, and many who are interested in the system would be omitted when mailing out literature. The difficulties of obtaining such a list will be readily understood by any one in the trade, if he considers what his actions would be if called upon to send out a communication, on short notice, to all the printers in the country.

With a view to obtaining a complete and accurate mailing-list, the chairman of the commission suggests that the secretary of every printers' organization in the country communicate at his earliest convenience with the office of the chairman, J. A. Morgan, 11 South Water street, Chicago, giving the name of their organization, as well as the names and addresses of their officers, also the names and addresses of all the members of their organization. Perhaps it would be well also if the secretary could compile a list of the trade who are not members of their organizations, but to whom it would be well to send the literature as it comes from the commission. It is readily seen that if the commission has in its office a list of all the organizations in this country, including the names and addresses of all their members and officers, it would be of great value to the commission and to the trade generally, and it is strongly urged that this information be forwarded.

While the work of the commission up to date has been of short duration, and, possibly, not a great deal seems to have been accomplished, it would be well to keep in mind the possibilities of the future. The chairman believes that this work will continue indefinitely and that the work will become of greater importance and of greater benefit to the trade as the years advance.

BUSINESS NOTICES

This department is exclusively for paid business announcements of advertisers, and for paid descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Responsibility for all statements published hereunder rests with the advertiser solely.

PRINTING FROM PLATES.

Few printers realize the immensity of the amount of printing done from plates. This has developed a great demand for blocks for holding and registering plates, register hooks, sectional and grooved blocks, and grooved cylinders for curved plates. On page 291 there are pictures, showing three views of three-quarters of the area of the register hook and sectional block department of the F. Wesel Manufacturing Company, the leading and most extensive manufacturer in that line. This room has an area of 5,600 square feet, and contains sixty-four machines, fifty-six of which have direct-connected motors. Consider that nothing is made in this room that can not be put into a vest pocket, and one may form an idea of the output. Everything is made with micrometrical accuracy. There are over forty Brown & Sharpe micrometer gages used by operators in this one room! About six months ago this department was enlarged about one-fourth, to its present dimensions, and at the present time it is running overtime, up to 9 o'clock, every night except Saturdays. But even this does not indicate the extent of this block business, because the Wesel Company has another department for making its patent iron-grooved blocks, and yet a third for making mahogany blocks. Altogether the block business occupies fully ten thousand square feet of space in the Wesel factories, the result of steady growth for a period exceeding twenty-five years.

The Wesel Company observes with interest the claims of new and enterprising competitors to the "invention" and "origination" of ideas used by it for years in this important field, many of which it has discarded for better ideas. There may be satisfaction in "claiming the earth," but it is not so satisfactory a satisfaction as comes from "delivering the goods" to a great army of appreciative and continuing customers. One need not buy the second best because it says it is "the best."

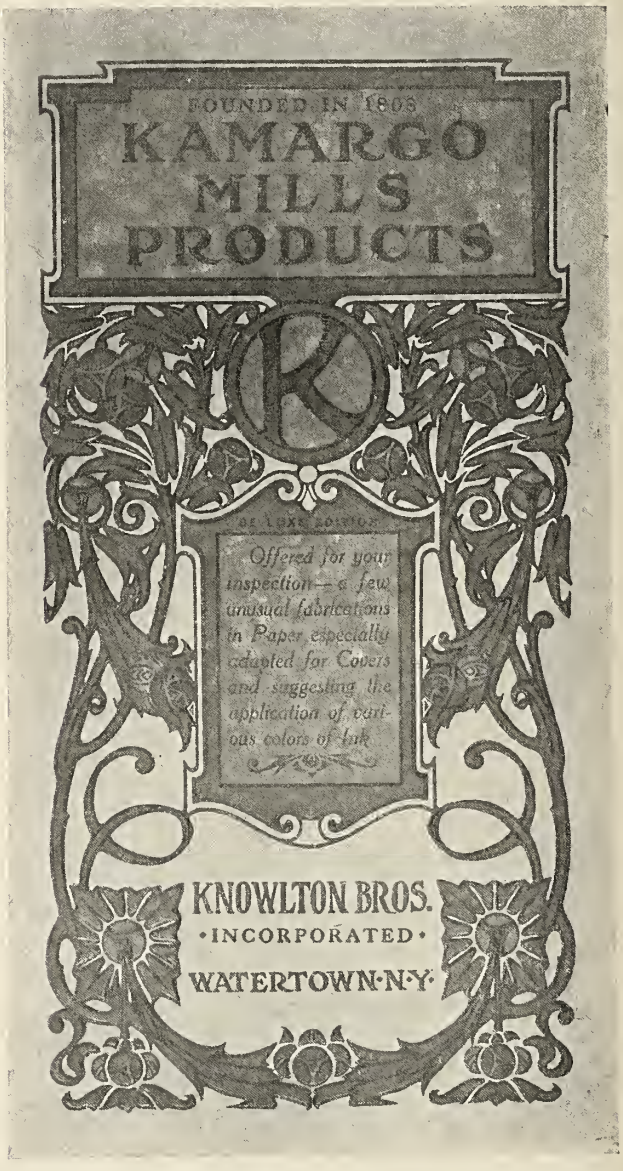
STANDARD GALLEYS—BRASS AND ZINC.

The growing demand for inexpensive galleys of good quality, usable for all purposes, including storage, has compelled the Keystone Type Foundry to enlarge their galley manufacturing department and equip it with additional new machinery of their own invention and construction for the manufacture of these goods. The cuts in their page advertisement in the front section of THE INLAND PRINTER show all the details of construction, and any one with half an eye can see that, although no higher in price, they are superior to all other low-priced galleys and are in a class by themselves. The corners are squarely and securely braced; the sides and back true, allowing the type to stand squarely on its feet; the finish is smooth and clean, and there is a projection on each side to protect the type while the galley is being forced into or out of a cabinet. The fold of the metal on each side affords a drain which promotes quick drying of the type when galleys are washed with lye and rinsed with water.

Standard galleys, whether brass or zinc, are one-piece galleys, that is to say, they are made completely out of a single sheet of brass or zinc, as the case may be.

ATTRACTIVE COVER-PAPERS FROM THE KAMARGO MILLS.

Knowlton Brothers, Watertown, New York, have recently issued a handsome portfolio, showing new and unusual cover-papers produced by the Kamargo Mills. Of the various qualities, perhaps the Alhambra cover is the most effective. It has a particularly pleasing mottled surface and is made in rich colorings, offering unusual opportunity



for the most artistic treatment. The portfolio itself is of the Alhambra stock, and is an exemplification of its usefulness in the production of unusual effects. The cover, a reproduction of which we show herewith, is in black, green, yellow and orange, on brown stock.

KEYSTONE NOW REPRESENTS SEYBOLD ON THE PACIFIC COAST.

Announcement has been made recently that the Keystone Type Foundry, of California, has been appointed sole and exclusive selling agent on the Pacific coast for the Seybold Machine Company, of Dayton, Ohio. This is an important connection, as it gives the former concern strong representation by a house well established and favorably known in the printing and kindred trades.

The Keystone will carry a complete line of Twentieth Century, Holyoke Automatic and Hand-clamp Cutting Machines, Die-cutting Presses, Power Round-corner Cutters, Four-rod Embossers, Four-rod Smashing Machines, Balance Platen Standing Presses, Book Compressors, Two-rod Power and Hand Stampers and other up-to-date labor, time and money saving machinery, which will be exhibited in practical operation at their large warehouse, 638-640 Mission street, San Francisco. Seybold machinery has long stood high in the estimation of the printing fraternity, and is to be found in most of the leading printing houses throughout the country.

THE GUSTAFSON PRESS FEEDER.

After a most extensive and conscientious study of conditions relative to the feeding of individual sheets to printing-presses, the Cummings Machine Company, of New York, has placed on the market a feeding machine which has attracted widespread attention among the printers in New York.

The first machine was installed in a prominent New York printing-house a year ago, and met with such favor that three more machines of different sizes have since been added to their equipment.

The designer of the Gustafson Press Feeder has paid particular attention to the question of space behind the press, as well as to simple but reliable mechanical movements, and to judge by the endorsement by practical printers and mechanics, a most successful solution of this problem has been reached. The pile elevator has been designed on the continuous principle, that is, permitting the replenishing of the pile while the press is in motion. In placing a new pile in position, it is only necessary to stop the press for two minutes, but, as the respective tables will carry a load of from five hundred up to five thousand sheets, the stopping of the press need be done only once or twice a day, according to size of runs. On account of the simplicity of the machine as a whole it has proved to be a time-saver on runs as small as one thousand sheets.

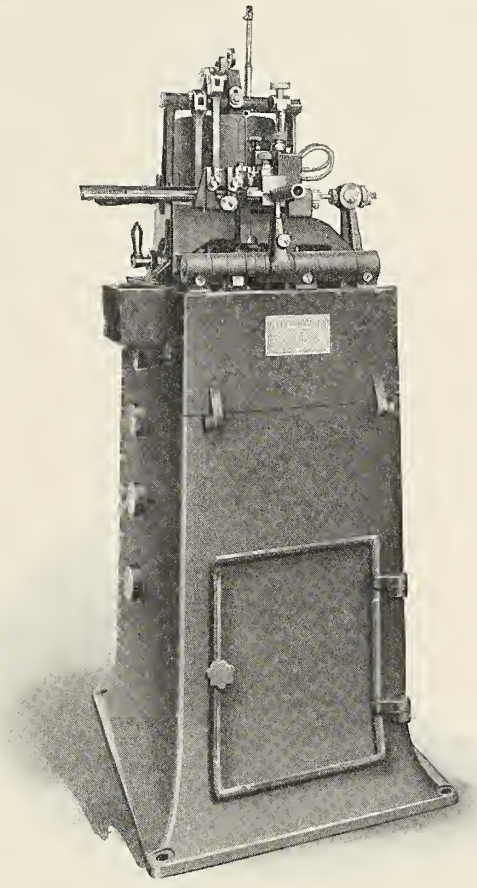
Another feature which has appealed strongly to the printers, is the fact that all loading of the pile elevator is done from the floor, and, where there is a limited space behind the press, this loading can also be done from the sides. Combing-wheels are used for the separation, and, with the exception of the possible variation of the speed on the various grades of paper, no adjustment is required. In conveying the sheet to the press guides, positive rollers are used, and the sheet is retarded during its travel downward so as to insure perfect alignment against the press guides.

The side register is adjustable to various grades of paper, and it has been established beyond question that the most accurate register of the sheet is assured. It can easily be set for different-size sheets in a shorter time than is required to set a side gage on a feedboard. If a sheet should be torn or conveyed to the front gages out of alignment, a detector device will detect such discrepancy and immediately trip and stop the press. The conveyor can be folded up and pushed back on the feedboard, in order to give room for make-ready or hand-feeding if required.

The Gustafson Press Feeder is sold and manufactured by the Cummings Machine Company, of 238 Williams street, New York, and interested parties are invited to write for particulars and prices. Mr. D. H. Champlin, 160 Adams street, Rand-McNally building, Chicago, Illinois, has been appointed Western sales agent for this feeding machine. Attention is called to the advertisement on page 284.

SELLING MACHINES TO KEEN BUYERS.

When John S. Thompson, the general manager of the Thompson Type Machine Company, sold a Thompson Typecaster to W. J. Murphy, publisher of the Minneapolis *Tribune*, he accomplished something of which any one of his competitors would have been proud, as Mr. Murphy is



THOMPSON TYPECASTER, MODEL F.

noted as one of the keenest buyers in the printing-machinery market, and to say that Mr. Murphy has purchased an article is sufficient recommendation to the many printers of the Middle West who know how exhaustively the field is investigated before Mr. Murphy buys.

And then, to top off this stroke, Frank H. Ehlen, superintendent of the Chicago *Record-Herald*, who is known from coast to coast as an authority on composing-room machinery, recommended to the business manager of his paper that a Thompson Typecaster be installed to rehabilitate their ad.-room, thus again proving the claim of the manufacturers of this machine that no one who has thoroughly investigated before buying ever purchased any typecasting machine but the Thompson Typecaster.

The latest model from their factory, Model F, is illustrated herewith, and not only the beauty of its design, but

the flawlessness of its operation and product, will be a delight to printers. An exclusive feature of the new model, shipments of which have begun, is that any combination of nicks may be produced in any body size of type without difficulty or expense, and so one serious objection to typecasters is overcome — the objection that differing faces of the same body could not be distinguished unless of different nick. The Thompson Typecaster is the only machine which can do this.

The quiet, businesslike manner in which this new model produces type is a revelation to those who have hitherto decried typecasters for printers. The type is wonderfully accurate — better than that of the typefoundries, is the claim — and what will appeal to printers everywhere is the plan for exchanging matrices, which makes any font of matrices cost but $2, no matter how long it is kept or how much type is cast from it.

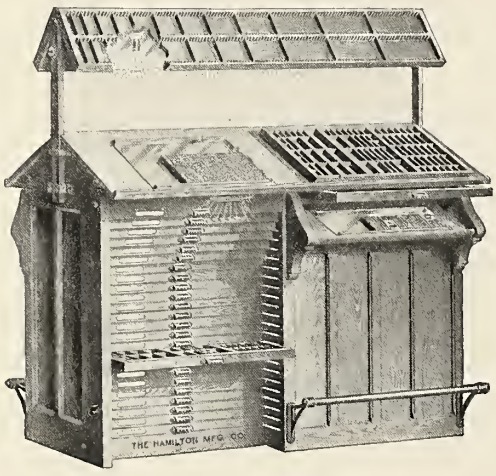
In addition, all Linotype matrices are used in the same mold, and low quads and spaces are also made. Notwithstanding the fact that the Thompson Typecaster has a wider range — five to forty-eight point — is faster by from fifteen to twenty-five per cent, makes better type and has a wider variety of matrices to select from, is simpler and more economical to operate — notwithstanding all these facts, the machine and its complete equipment cost twenty-five per cent less than any other machine on the market.

These are the reasons this company has never, since the beginning of its career, been able to catch up with its orders. Without a single salesman or selling agent, it has sold its product for two years past before the machines were completed, and has again to move into larger quarters to increase its facilities. The best friends of the Thompson Typecaster are its users, several of whom have ordered additional machines of the new Model F.

This machine is now on exhibition at the offices of the Company, 120 Sherman street, Chicago. A descriptive booklet will be sent on request.

THE AD.-MAN'S CABINET.

Another contribution to composing-room economy has been produced by the Hamilton Manufacturing Company, in an ad.-man's cabinet, the illustration of which herewith



AD.-MAN'S CABINET.

tells the story. The saving of space, the placing of the lights and the general convenience of this aid to the dispatch of business, make it one of the most notable contributions to time-saving of the year.

THE AUTOPRESS.

Unusual success has attended the Autopress in the West. High-grade printing at high speed is something the printer has dreamed of, but with little hope of realization.



A PRINTER'S PRIDE IN A WONDER-WORKING PRESS.

Its accomplishment in the Autopress created so much enthusiasm in one Chicago printing firm that they placed a sign outside their premises, inviting the public to come in and see it work. The illustration herewith shows the invitation in question, by Rosenthal Brothers, South Canal street — the first printers to install an Autopress in Chicago.

Mr. William P. Fisher, Western manager of the Autopress Company, has opened handsomely equipped offices in the Manhattan building, 315 Dearborn street, Chicago. Mr. Fisher is an old-time Pittsburg printer and learned his trade in Greensburg, Pennsylvania, under the late Hon. James R. McAfee. He worked in various cities of the Eastern States as a practical printer until he took up the selling of materials and supplies. He has been a resident of Chicago since 1882, his activities in the promotion and introduction of printing materials and supplies being principally in the Central West.

THE OSWEGO CUTTING MACHINES.

What the United States Government thinks about the Oswego cutting machines, made by the Oswego Machine Works, Oswego, New York, is shown by the installation of an electrically driven Oswego cutting machine in the printing department of the Coast Artillery School, at Fort Monroe.

CHINESE ABSORB AMERICAN IDEAS.

The Chinese Government Printing Bureau apparently has awakened to the need for adopting more modern machinery in the conduct of its business. Messrs. R. Hoe & Co. are now at work on an order from the Chinese bureau for a complete plant of the most up-to-date machinery, such

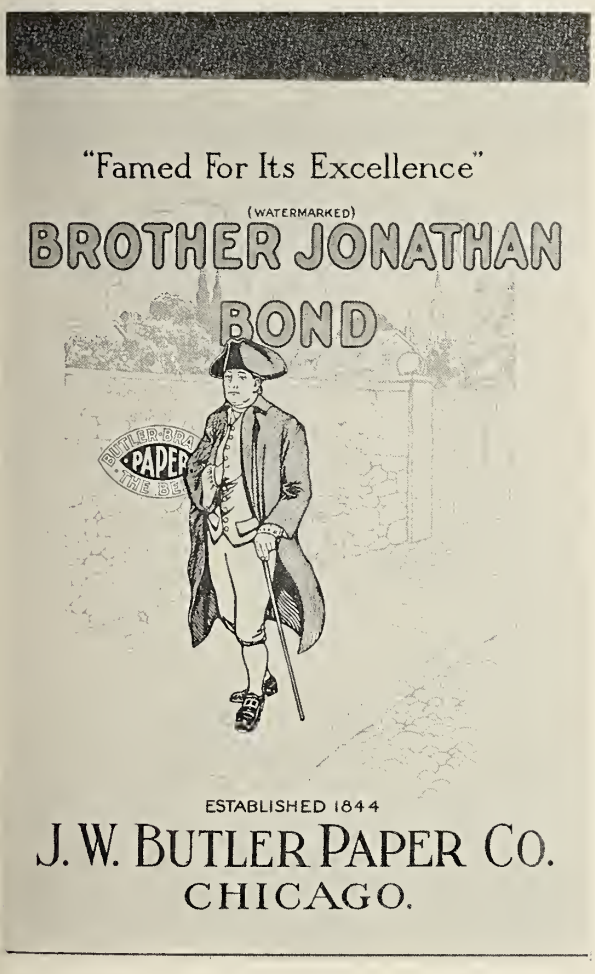
as that used in the Bureau of Engraving and Printing at Washington. The new plant will comprise a number of power plate-presses, rotary banknote numbering machines, postage-stamp gumming machines, rotary seal-printing presses, stop-cylinder printing-presses and other machinery.

JUST LETTERS.

"Testimony," the Seybold Machine Company, Dayton, Ohio, entitles its 5 by 7¾ inch booklet, in gray and red, reproducing in unusual arrangement sixty letters of commendation and congratulation, taken from the many received during twenty-five years of honest machine making and selling. The company may feel a justifiable pride in the testimonials themselves, as evidence of fair dealing with their customers and in the dignified use they have made of the letters in this piece of advertising. The booklet is sent to the trade on request.

THE "BROTHER JONATHAN BOND" BOOKLET.

The J. W. Butler Paper Company has recently gotten out a booklet of its Brother Jonathan Bond paper, which will prove a valuable demonstration. It is in the shape of



a writing-pad, 6 by 9½ inches in size, the intention being to impress upon the recipient's mind, through actual use, the superiority of this particular brand of paper, which the Butler people have made for over twenty-five years. In the back of the pad are samples of the various colors in which Brother Jonathan Bond is made. No advertising appears on any of the sheets, save the introduction leaf and the cover, a reproduction of which we show herewith. This pad should prove a profitable means of publicity, as it insures the actual trial of the paper, and the quality is such that after a trial the orders will naturally follow.

HOW THE CHAMPION COATED PAPER COMPANY MAKES PAPER.

"The Manufacture of Paper" is told very interestingly by photographs and a simple explanatory text, by the Champion Coated Paper Company, of Hamilton, Ohio, in their new piece of publicity, a 9 by 12¼ inch booklet of thirty-two pages, printed by The Henry O. Shepard Company, on the Champion White Satin Enamel Book stock, with azure-coated covers, embossed in blue and gold, containing forty half-tones from excellent photographs, taken at the factory.

EXCEPTIONAL ADVERTISING.

From Calkins & Holden, New York, we have received some striking examples of high-grade newspaper and magazine advertisements. Catchy in appearance, convincing in text, with illustrations that lead directly into the subject-matter, the results can not be other than successful. The lettering used in the display lines, as in the illustrations, is unusual and attractive, and the always satisfactory old-style Roman type is used for the reading-matter. The simplicity of this type gives directness and force to the advertising arguments.

WOOD ENGRAVING — A PSYCHOLOGICAL OPPORTUNITY.

The Eclipse Electrotype & Engraving Company, of Cleveland, Ohio, has issued a timely booklet on "Wood Engraving — A Psychological Opportunity." This company has never relinquished the art of wood engraving, as most engraving houses did with the introduction of the half-tone process. There is at present a strong tendency to the revival of wood engraving for illustrative purposes. The booklet is one that should be in the hands of every printer. The company will send it to any one who is interested enough to ask for it.

FREE ADVERTISING AS A RIGHT.

Professional men, almost since the advent of the newspaper, have become so accustomed to receiving benefits through free advertising, that some of them are now demanding it as a God-given right. The gall exhibited by a Toronto (Ont.) lawyer in this connection is so monumental that it is entitled to profound respect and admiration among lovers of the sublime. This attorney — J. B. MacKenzie by name — entered an action against the Toronto *World* and its court reporter, seeking an injunction to restrain the defendants from omitting his name in reports of cases in which he was engaged as counsel. He claimed that such omission was an injury to his business, inasmuch as solicitors from outside points would be hindered from sending him retainers. This is sad! Just think of it, honorable newspaper men, and then hang your heads in shame for this sinful act of your Canadian brother. The vested-property rights of the legal profession have been threatened by a newspaper scalawag, and the honored custom of donating publicity to exploit the business of members of the bar has been disturbed. And, still worse, the chief justice before whom the case was heard refused to grant the injunction. The judge, however, was kind enough to suggest to the lawyer that the situation could be covered by a contract with the *World*, at so much per line. Mr. MacKenzie is now meditating.

WANT ADVERTISEMENTS.

Prices for this department: 40 cents for each ten words or less; minimum charge, 80 cents. Under "Situations Wanted," 25 cents for each ten words or less; minimum charge, 50 cents. Address to be counted. Price invariably the same whether one or more insertions are taken. **Cash must accompany the order to insure insertion in current number. The insertion of ads. received in Chicago later than the 15th of the month preceding publication not guaranteed.**

BOOKS.

COST OF PRINTING, by F. W. Baltes, presents a system of accounting which has been in successful operation for many years, is suitable for large or small printing-offices, and is a safeguard against errors, omissions or losses; its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. 74 pages, 6¾ by 10 inches, cloth, $1.50. THE INLAND PRINTER COMPANY, Chicago.

PAPER PURCHASERS' GUIDE, by Edward Siebs. Contains list of all bond, flat, linen, ledger, cover, manila and writing papers carried in stock by Chicago dealers, with full and broken package prices. Every buyer of paper should have one. 25 cents. THE INLAND PRINTER COMPANY, Chicago.

PRACTICAL FACTS FOR PRINTERS, by Lee A. Riley; just what its name indicates; compiled by a practical man, and said to be the most practical little book ever offered to the trade; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

PRICES FOR PRINTING, by F. W. Baltes. Complete cost system and selling prices. Adapted to any locality. Pocket size. $1 by mail. THE INLAND PRINTER COMPANY, Chicago.

BUSINESS OPPORTUNITIES.

ARE YOU SATISFIED with the quiet life back East? Come West, to the best town in the West, Wichita, Kansas; population increase the last year, 12,000; we have the best job-printing shop here for sale — all type new 3 years, cylinder, 5 jobbers, etc.; 75 by 40 lightest floor space, all modern, for $75, 10-year lease; $3,000 cash will handle this shop; this ad. will not appear again. Write immediately. GEO. W. ISRAEL REALTY CO., Dept. F., 115 E. Douglas av., Wichita, Kansas.

FOR SALE — An up-to-date job-printing plant, newly equipped 2 years ago; 3 jobbers and small cylinder; in a growing city of 40,000; plant has good, growing business; reasons for selling, ill health; excellent investment; can be bought right. E 794.

FOR SALE — Because the manager wishes to retire from active business, all the capital stock (1,000 shares) of the Dearborn Printing Company, Seattle, Wash., is offered for $7,500; good plant, location, reputation, patrons, profits, a rare opportunity for 2 or 3 up-to-date printers to acquire a growing business in a growing city. Particulars to those prepared to buy. B. B. DEARBORN, 303 Collins bldg., Seattle, Wash.

FOR SALE — Daily and weekly newspaper and job-printing plant in Indiana manufacturing city; Mergenthaler Linotype, Whitlock presses, etc.; business established 1863. Address, at once, E 788.

FOR SALE — Fine newspaper opportunity in Pacific Northwest; only newspaper in town of 1,000 in Coos Bay country; now doing fine business; can be immensely developed; fine opportunity for hustler; by dealing now buyer can beat the railroad into the most promising undeveloped field in the country; center of dairying and farming country; fine climate; reasons for selling: other business and health. ENTERPRISE, Myrtle Point, Ore.

FOR SALE — Job office in progressive far West city of 15,000, high altitude; pony cylinder, 4 platens, modern type, splendid equipment; almost new; shop making money. E 787.

FOR SALE — Job plant in city of 8,000: established business; inventories $1,500; bargain, $1,000 cash; only 3 shops in city; reason for selling — desire to locate West. NANCE, Dalton, Ga.

FOR SALE — Only paper (independent) in growing southeast Missouri town of 1,800 inhabitants, all white; good subscription and job field; price, $3,000 cash; investigate. DAVID BRIGHT, East Prairie, Mo.

FOR SALE — $4,800 buys well-established, fully equipped job-shop in Seattle, Wash.; cylinder, 3 jobbers, power cutter, stitcher, up-to-date material of all kinds; no indebtedness. E 786.

FOR THE TRADE — Best line of litho-print stock certificates, bonds, etc.; new and special designs; fine gold effects. Write for samples and prices. THE PIONEER COMPANY, established 1849, Manufacturing Stationers, St. Paul, Minn.

LARGEST, most artistic line of calendars in the country, exclusive designs, copyright subjects, with pads to match; also excellent assortment leather, cloth, metal and other advertising novelties; just the line for the printer; you can print the ad. or we will do it for you and put on your imprint. Write for samples. WESTERN SPECIALTY CO., Globe bldg., Seattle, Wash.

NEWSPAPER MEN AND PRINTERS — The Canadian Northwest is being settled by thousands of Americans; new towns spring up every day; every town wants a newspaper. Write to MILLER & RICHARD, 123 Princess st., Winnipeg, Manitoba, for full particulars and names of towns.

WELL-EQUIPPED, one-man job office, doing good business; located in central Michigan town, 60,000; invoices $1,800; will stand investigation; poor health reason for selling; make an offer; state whether you have cash. E 779.

FOR SALE.

BABCOCK OPTIMUS, bed 32 by 47. Write for full particulars and illustration. $1,800. A. F. WANNER & CO., 340-342 Dearborn st., Chicago, Ill.

BARGAIN — Two very good Elliott thread stitchers; very low price; lost work for which they were bought. CHEROUNY PTG. & PUB. CO., 23 Vandewater st., New York city.

BOOKBINDERS' MACHINERY; rebuilt No. 3 and 4 Smyth book-sewing machines, thoroughly overhauled and in first-class order. JOSEPH E. SMYTH, 108-128 N. Jefferson st., Chicago.

FOR SALE — Complete type-casting equipment of Independent Type Foundry, Los Angeles, Cal. Consists of 2 Lanston Monotype casting machines, 2 air keyboards, display-type attachment, compressors, molds, 22 fonts matrices, etc.; all in first-class condition; retiring from business; will sell at very low price. Address as above.

FOR SALE — Good printing-plant — power press, gasoline engine, paper-cutter, type, cases, etc. I. C. DUCKWORTH, Pryor Creek, Okla.

FOR SALE — Improved router, proof press, saw-table, Levy screens, or would put same for interest in plant. 2831 Third st., Louisville, Ky.

FOR SALE — Up-to-date printing outfit; cost $2,000 at foundry; will sell cheap to quick buyer. E 491.

HUBER, bed 39 by 52, crank movement, thoroughly rebuilt, $1,800. A. F. WANNER & CO., 340-342 Dearborn st., Chicago, Ill.

LATE STYLE Challenge Gordon, size 10 by 15, complete, thoroughly rebuilt, $150. A. F. WANNER & CO., 340-342 Dearborn st., Chicago.

SIX-COLUMN QUARTO, C. B. Cottrell & Sons Co. (Monarch); splendid condition; $700. A. F. WANNER & CO., 340-342 Dearborn st., Chicago, Ill.

14 by 20 Chandler & Price Gordon, $220. A. F. WANNER & CO., 340-342 Dearborn st., Chicago.

14 by 22 Gally Universal, Style 3, $345. A. F. WANNER & CO., 340-342 Dearborn st., Chicago.

26 by 37 C. B. Cottrell & Sons 4-roller press. Full particulars and illustration on application; $1,200. A. F. WANNER & CO., 340-342 Dearborn st., Chicago.

$75 EACH FOR MAGAZINES for Nos. 2 or 3 Linotype machine; perfect condition. Refer to Mergenthaler Linotype Co., San Francisco. TRIBUNE-REPORTER PRINTING CO., Salt Lake City, Utah.

HELP WANTED.

ARE YOU LOOKING FOR WORK? — File your name with The Inland Printer Employment Exchange and it will reach all employers seeking help in any department. During the past two months we have received calls for the following: Job printers, 10; Linotype operators, 7; machinist-operators, 3; Monotype keyboard operators, 2; superintendents and foremen, 8; all-around printers, 11; bookbinders, 4; solicitor, 1; salesmen, 2; stonemen, 3; ad.-man, 1; compositors, 15; artist, 1; pressmen, 6; pressfeeders, 2; proofreaders, 2. Registration fee, $1; name remains on list as long as desired; blanks sent on request. THE INLAND PRINTER COMPANY, 120 Sherman st., Chicago, Ill.

Artists.

ARTIST WANTED — Competent on women's fashions, to go to Canada for the summer; top salary to first-class man. THE MORTIMER CO., Ltd., Montreal, Canada.

WANTED — Artist; must be good on design and photo retouching; a steady situation. E 790.

Bookbinders.

PAMPHLET BINDERY FOREMAN WANTED — An up-to-date executive with a thorough knowledge of labor-saving machinery, fully capable of handling help and getting work out on time; an excellent position in one of the finest plants in the East; state salary, experience and references. E 307.

Compositors.

WANTED — A well-educated and healthy, temperate young man, thoroughly understanding composing-room work; must be rapid, accurate and skilful worker, capable of setting up advertising in original manner, imposing and making-up forms; good future for right man; state salary expected, age and references. PLUMBERS' TRADE JOURNAL PUB. CO., 45 West 34th st., New York city.

Engravers.

WANTED — First-class three and four color process etchers. PHOTO-CHROMOTYPE ENGRAVING CO., Philadelphia, Pa.

Foremen, Managers and Superintendents.

WANTED — Foreman for composing-room in well-established business in the South; must be sober, wide-awake, progressive and union; references required; will sell stock if acceptable. E 765.

Miscellaneous.

WANTED — Job compositors, feeders and platen pressman to take charge; a beautiful town, with many educational advantages in the shop. THE ROYCROFTERS, East Aurora, N. Y.

Operators and Machinists.

LINOTYPE OPERATOR — We require a Linotype operator for night work who can set at least 150 lines per hour of 7-point newspaper measure and who knows how to set bookwork, magazine and tabular work, in fact, any kind of work that can be done on a Linotype, and with clean proofs; machinist not required, but must know how to make all changes on model 3 and keep it in good order while operating; one who is willing to work 54 hours a week for good pay and fair treatment in a country town of 8,000 people, where the working conditions are ideal and in a shop where the best equipment is provided and the best work expected; one who, having found a good job and a good town and a good shop, will be content to stay; one whose loyalty is not hampered by membership in any organization and who is not afraid to stand on his own merits; a married man preferred, but not required; if you are the man, write and tell us what you think we ought to pay for your services; we can not pay city wages, but you can better afford to live here for what we can pay than to live in the large cities for a great deal more money; we have 2 Linotypes running night and day, a Monotype, 4 cylinder presses, 3 job presses and 40 to 50 employees; weekly newspaper, magazine, book and job work; plenty of fresh air, sunlight and green grass; in replying, give full information about yourself and tell when you can begin work. VERMONT PRINTING CO., Brattleboro, Vt.

HELP WANTED.

Pressmen.

WANTED — Pressman for shop doing colored post-cards, fine half-tone work in booklets, etc.; pressroom is nonunion because feeders' union of this city is full of incompetents and union is dictatorial and unreasonable; must know inks and Colt's Armory presses; salary to start, $25 week; will not furnish transportation; send samples of work. WHITE ADVERTISING BUREAU, Inc., Hancock bldg., Seattle, Wash.

WANTED — Pressman, 2-color press, on folding boxes; nonunion; state experience, where employed, also wages expected. E 483.

Salesmen.

WANTED — Salesman familiar with printing and lithograph business, and capable of making detailed estimates. Apply CHRISTIE LITHO. CO., Duluth, Minn.

INSTRUCTION.

A BEGINNER on the Mergenthaler will find the THALER KEYBOARD invaluable; the operator out of practice will find it just the thing he needs; exact touch, bell announces finish of line; 22-page instruction book. When ordering, state which layout you want — No. 1, without fractions; No. 2, two-letter with commercial fractions, two-letter without commercial fractions, standard Junior, German. THALER KEYBOARD COMPANY, 505 "P" st., N. W., Washington, D. C.; also all agencies Mergenthaler Linotype Company. Price, $4.

A LINOTYPE SCHOOL AT HOME — The Eclipse Keyboard, with complete instruction course, price, $4; either standard or two-letter arrangement; circular on request. ECLIPSE KEYBOARD COMPANY, 117 S. Bonner st., Dayton, Ohio. Following agencies: Empire Linotype School, 419 First av., New York city; A. E. Moissan, Box 1118, Winnipeg, Man., Canada.

AMATEUR BOOKBINDING — Easy, illustrated instructions; 2 parts; first part, 20 cents. H. KIGER, Sherrard, W. Va.

EMPIRE LINOTYPE SCHOOL, 419 First av. (24th st.), New York city, announce a new, greatly improved course. We now offer NINE weeks thorough operator-machinist course for $80. Large battery of Linotypes. You can not afford to ignore our proposition if contemplating a course. Call or write for complete information.

LINOTYPE SCHOOL — Six weeks' course, $50; 12 years' experience. LINOTYPE SCHOOL, 474 East Fifty-fifth st., Chicago, Ill.

N. E. LINOTYPE SCHOOL, 7 Dix place, Boston, Mass. Four-machine plant, run solely as school; liberal hours, thorough instruction; our graduates succeed. Write for full particulars before deciding.

SEND 25 cents in stamps for "Pigment Spectrum," in 16 colors. E. F. WAGNER, 252 Lexington av., Brooklyn, N. Y.

WANTED — Students to learn Linotype operating, to whom we can offer regular positions when qualified; printers with operating experience preferred; union. THE VAIL CO., Coshocton, Ohio.

MISCELLANEOUS.

LINOTYPE BACK KNIVES hollow ground by automatic grinder at 35 cents; makes honing easy; 12 years' experience on *The State;* postage 6 cents, one way paid. A. B. WATSON, Columbia, S. C.

WANTED — Every printer write for sample; helps for up-to-date printers; Twentieth Century Type-cleaning Liquid, safe and cheaper than benzine; Anti-lay-off, electric eradicator. (15) McKILLIPS MFG. CO., Harrisburg, Pa.

SITUATIONS WANTED.

DO YOU WANT HELP FOR ANY DEPARTMENT? — The Inland Printer Employment Exchange has lists of available employees for all departments, which will be furnished free upon receipt of stamped, self-addressed envelope. THE INLAND PRINTER COMPANY, 120 Sherman st., Chicago.

Artists.

ADVERTISING MAN, linguist, experienced in the preparation of copy, first-class illustrator and designer (line drawings, wash-drawings, lettering, photo retouching), commercially well-trained, open for engagement; at present employed by large agency as copy-man and artist; samples on request; offers under $2,000 can not be considered. E 778.

Bookbinders.

BINDERY FOREMAN, first-class executive and mechanical experience in all branches, wants position. E 340.

FIRST-CLASS BOOKBINDER wants position as finisher; can qualify as foreman, having had experience; South preferred. WESLEY RICHARDSON, Portland, Ore.

Compositors.

A JOB PRINTER who can do hand-lettering wishes a position; union. E 768.

Editors.

COMPETENT, well-educated and experienced newspaper man and printer who has gained his knowledge of business by hard knocks, is a persistent, faithful worker, entirely trustworthy, and can make good, wants position as manager or editor of a Western small-city daily. E 774.

Engravers.

PHOTOGRAPHER — Competent half-tone and three and four color operator desires to make a change. E 250.

Foremen, Managers and Superintendents.

SUPERINTENDENT desires charge of modern plant; first-class executive and hustler; can produce good printing at a profit. E 492.

SUPERINTENDENT, with wide experience in all branches of the printing business, including loose-leaf, card-index and rubber stamps, will consider offers; 13 years' experience with large plants; absolutely capable of handling and organizing any size plant or any end of the business, as shown by past record. E 792.

SUPERINTENDENT OR MANAGER wants position; has practical experience in all classes of printing and binding; careful estimator, close buyer, can handle the trade. E 719.

Office Men.

MANAGER, bookkeeper, estimator job-printing office. BOX 35, East Liberty, Pa.

QUALIFIED ACCOUNTANT desires position as office manager, bookkeeper or similar position; practical at job trade; surety bond; locality immaterial. E 785.

Operators and Machinists.

LINOTYPE MACHINIST-OPERATOR wants position; several years' experience; A-1, reliable, steady operator; married, union; would go West. E 646.

LINOTYPE MACHINIST-OPERATOR wants situation; 10 years' experience; A-1, steady, reliable. F. W., care Aiken, 2324 N. 12½ st., Terre Haute, Ind.

Pressmen.

CYLINDER AND DUPLEX PRESSMAN wants position; can deliver the goods on either; been in business for self, but have sold out. E 756.

PRESSMAN — Finest color, half-tone and commercial work, cylinders or platens; capable taking charge medium shop. E 387.

PRESSMAN — Union; several years' experience in half-tone and three-color process work; foreman or journeyman. E 777.

PRINTERS to send me dollar bill for receipt for making Peerless Ink Reducer; simple, inexpensive; produces best results and prevents offsetting; pledge not to reveal formula required of all purchasers. PEERLESS REDUCER CO., Box 35, East End, Pittsburg, Pa.

SITUATION WANTED by cylinder pressman; good on half-tones and process colorwork; capable of taking charge; will go any place; best of references. E 781.

SITUATION WANTED — First-class cylinder pressman, union, capable of taking charge of any size pressroom; half-tone, color, publication work; 20 years' experience; west of Chicago preferred. E 315.

UNION PRESSMAN desires to locate in extreme West, California preferred; experienced in fine catalogue and colorwork, on cylinder and platen; best of references; perfectly reliable. E 772.

WANTED — Position by pony pressman; 8 years' experience; at present have charge of 6-press shop; married and sober. E 783.

Stereotypers.

FIRST-CLASS STEREOTYPER, with good references, wants position as foreman or journeyman. E 649.

WANTED TO PURCHASE.

WANTED — Back numbers of the *Printing Art.* Prefer complete file. What have you? State condition and price. E 793.

WANTED — For cash, 15 by 18 Harris automatic press, two-color preferred. M. M. ROTHSCHILD, 96 Fifth av., Chicago, Ill.

WANTED — Secondhand ruling machine, 54-inch preferred; must be in good working order. KILLIAM STATIONERY & PRINTING CO., Portland, Ore.

WANTED — Secondhand Universal or John Thomson cutting and creasing press, size, 28 by 41; also large size platen printing-press. Address BOX No. 40, Y. M. C. A., Utica, N. Y.

WANTED TO PURCHASE for cash a small bindery; send inventory by first letter. J. C. THODE, 623 Seventh av., S., Minneapolis, Minn.

BUSINESS DIRECTORY.

Bookbinders' and Printers' Machinery.

DEXTER FOLDER COMPANY, Pearl River, N. Y. Folding machines, automatic feeders for presses, folders and ruling machines. 2-11

Bookbinders' Supplies.

SLADE, HIPP & MELOY, Incpd., 139 Lake st., Chicago. Also paper-box makers' supplies. 1-11

Calendar Manufacturers.

NEW LINE of bas-reliefs, published by H. E. Smith Company, Indianapolis, Ind. 12-10

Case-making and Embossing.

SHEPARD, THE H. O., CO., 120-130 Sherman st., Chicago. Write for estimates. 1-11

Chase Manufacturers.

BARNHART BROTHERS & SPINDLER, Chicago. Electric-welded steel chases. 7-10

Copper and Zinc Prepared for Half-tone and Zinc Etching.

AMERICAN STEEL AND COPPERPLATE COMPANY, THE, 116 Nassau st., New York; 358 Dearborn st., Chicago. Satin-finish plates. 6-10

Counters.

HART, R. A., Battle Creek, Mich. Counters for job-presses, book-stitchers, etc., without springs. Also paper-joggers, "Giant" Gordon press-brakes. Printers' form-trucks. 5-11

Cylinder Presses.

BARNHART BROTHERS & SPINDLER, 183-187 Monroe st., Chicago. Babcock drums, two-revolution and fast new presses. Also rebuilt machines. 7-10

Electrotypers and Stereotypers.

McCAFFERTY, H., 141 E. 25th st., New York. 3-11

Electrotypers' and Stereotypers' Machinery.

HOE, R., & CO., New York and London. Manufacturers of printing, stereotyping and electrotyping machinery. Chicago offices, 143 Dearborn st. 11-10

MURRAY MACHINERY COMPANY, Kansas City, Mo. All kinds of electrotyping, stereotyping and photoengraving machinery. 3-11

THE OSTRANDER-SEYMOUR CO., General Offices, Tribune bldg., Chicago. Eastern office, 38 Park Row, New York. Send for catalogue. 1-11

WILLIAMS-LLOYD MACHINERY COMPANY, office and salesrooms, 337-339 Dearborn st., Chicago. Eastern representatives: United Printing Machinery Company, Boston-New York. 2-11

Embossers and Engravers — Copper and Steel.

FREUND, WM., & SONS, est. 1865. Steel and copper plate engravers and printers, steel-die makers and embossers. Write for samples and estimates. 45-59 Randolph st., Chicago. (See advt.) 3-11

Embossing Composition.

STEWART'S EMBOSSING BOARD — Easy to use, hardens like iron; 6 by 9 inches; 3 for 40c, 6 for 60c, 12 for $1, postpaid. THE INLAND PRINTER COMPANY, Chicago.

Embossing Dies.

YOUNG, WM. R., 121-123 N. 6th st., Philadelphia, Pa. Printing and embossing dies, brass, steel, zinc; first-class workmanship. 6-10

Engraving Methods.

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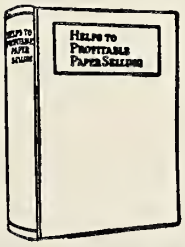
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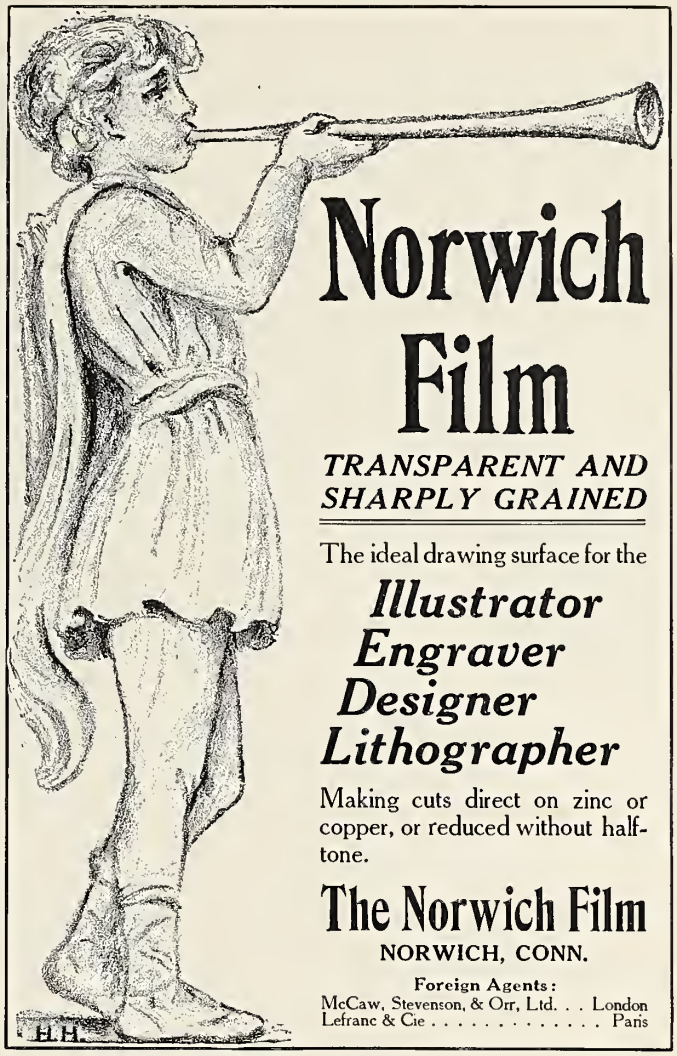
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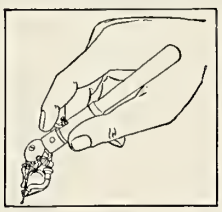
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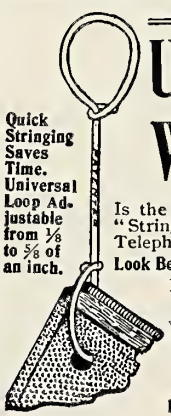
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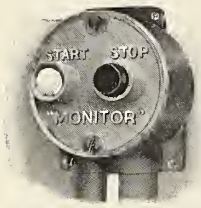
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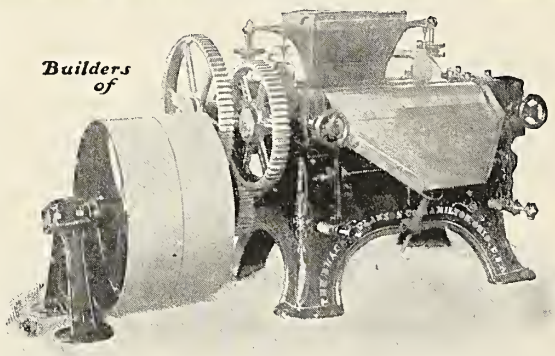
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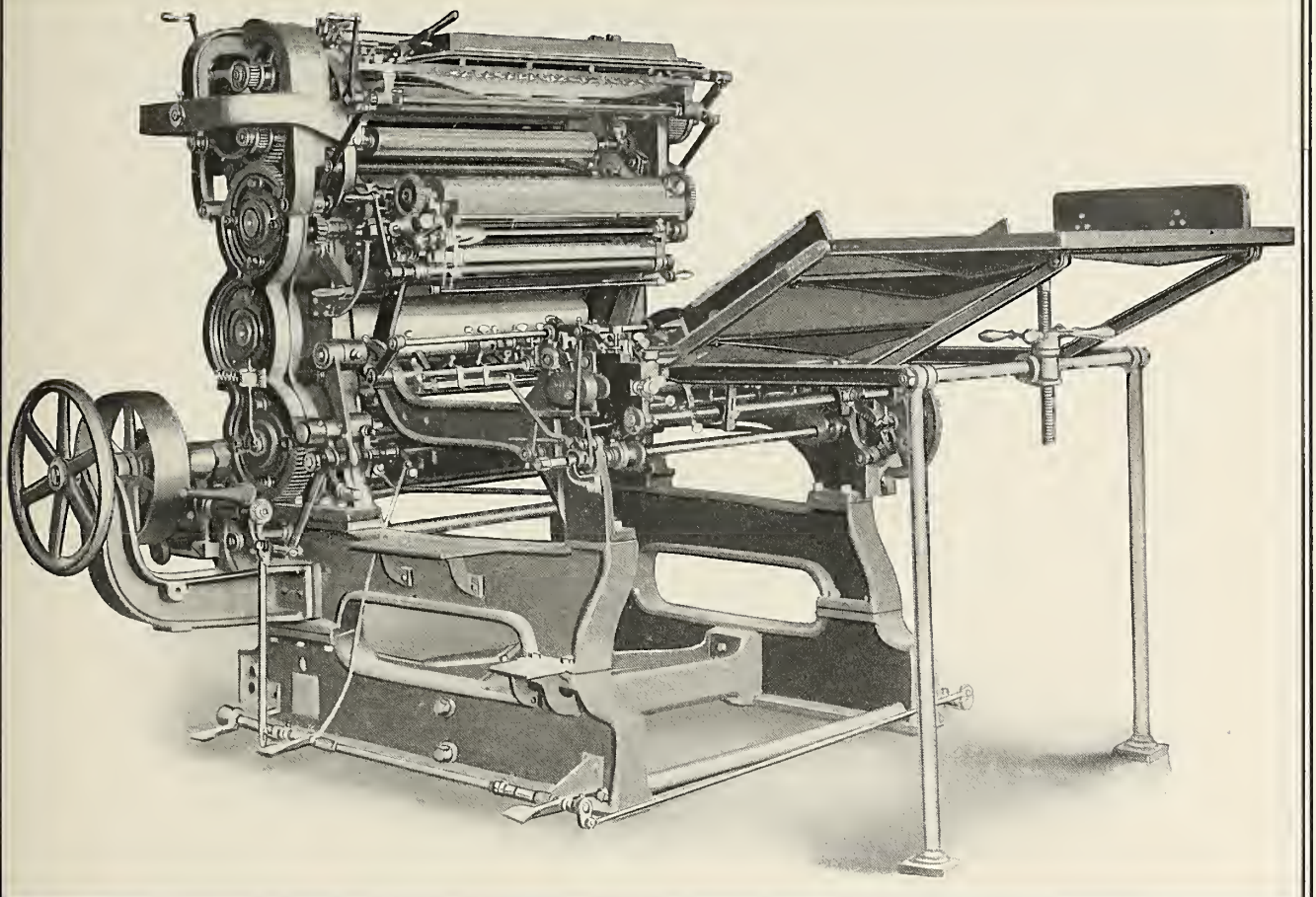
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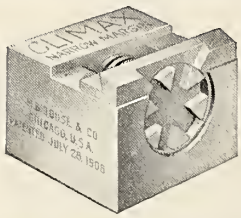
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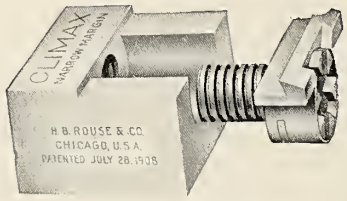
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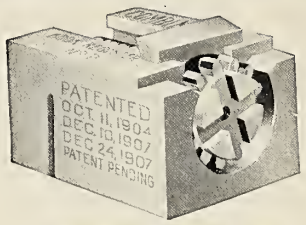
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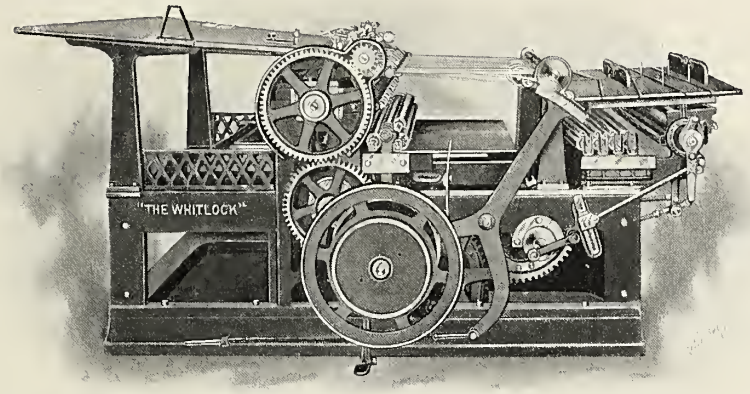
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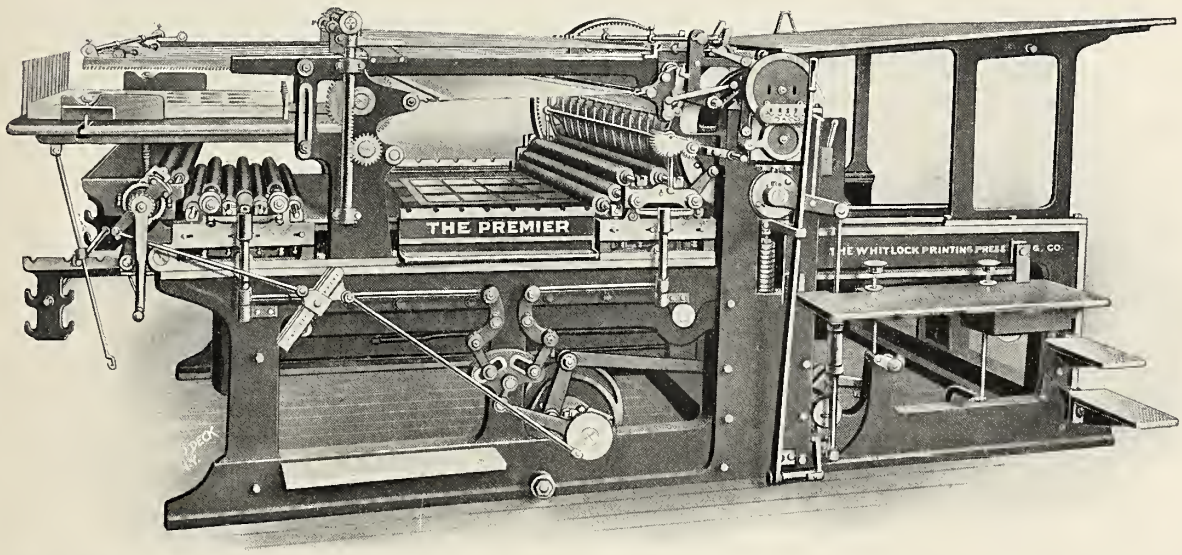
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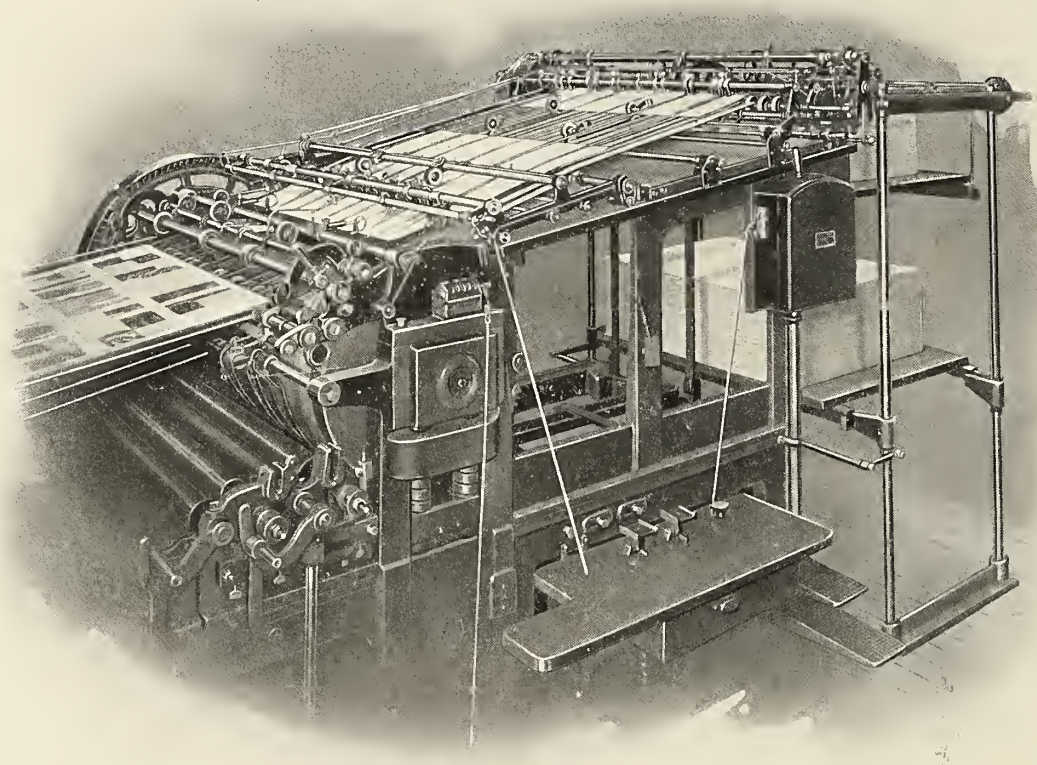
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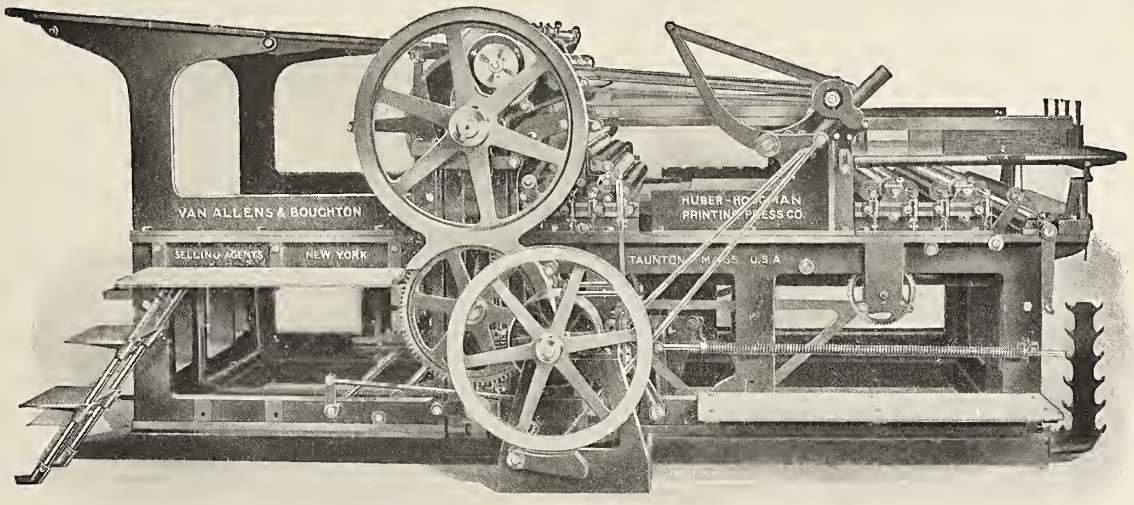
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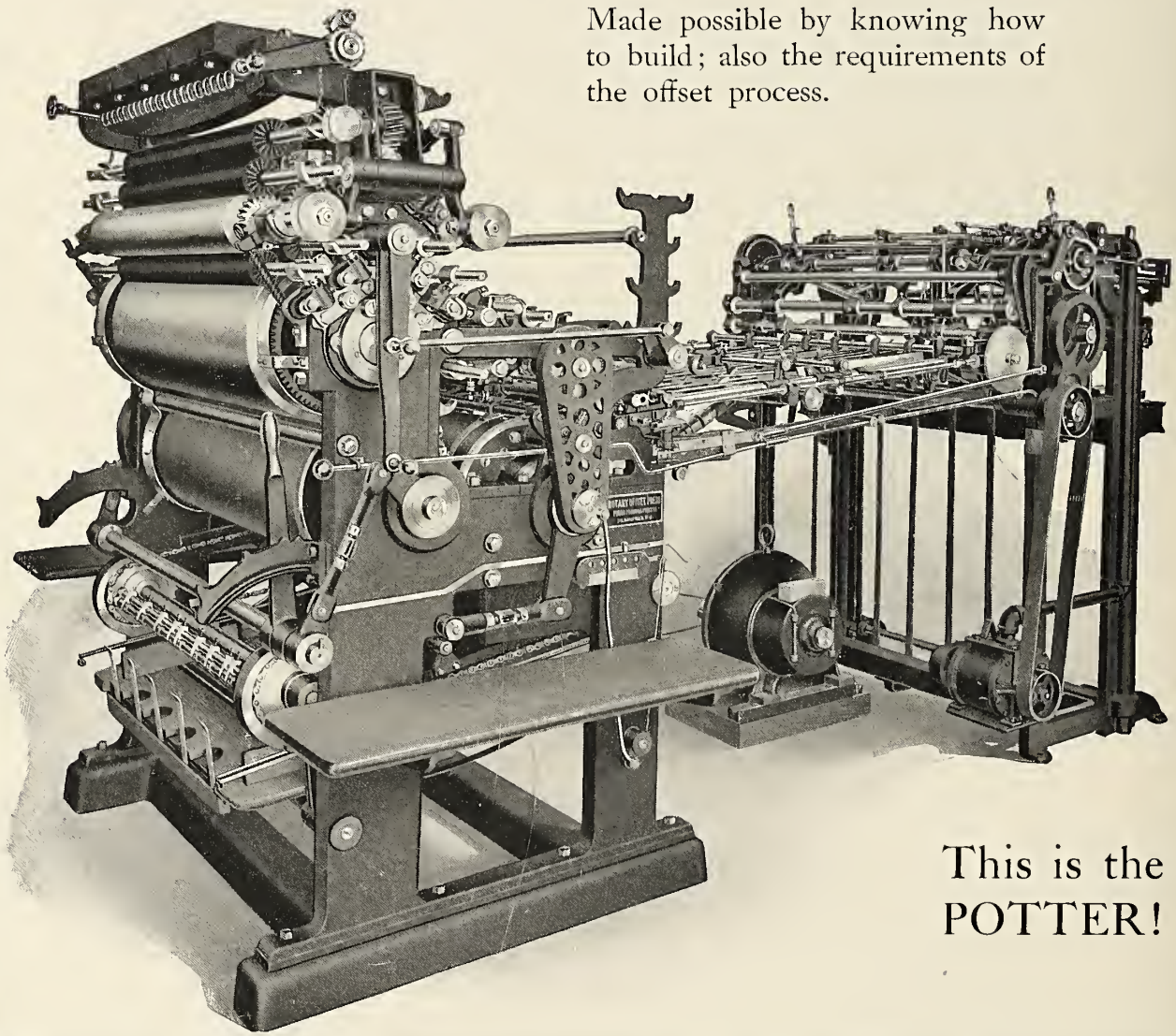
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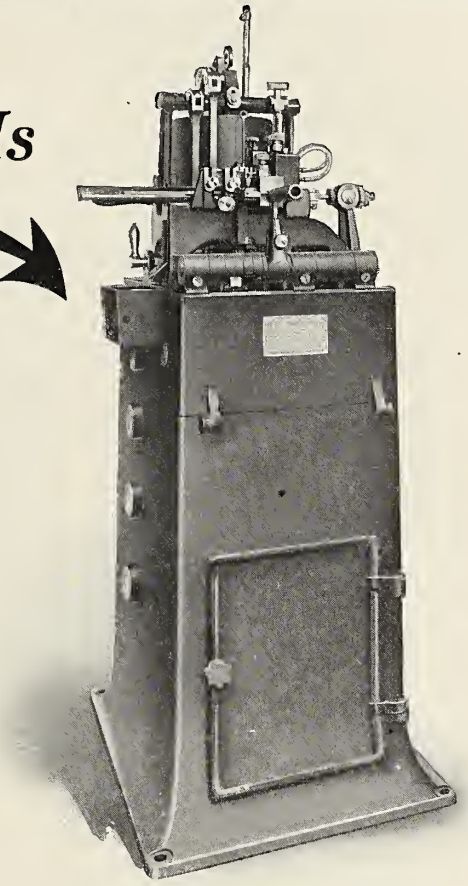
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Investigate Our New Model

THOMPSON TYPE MACHINE CO.

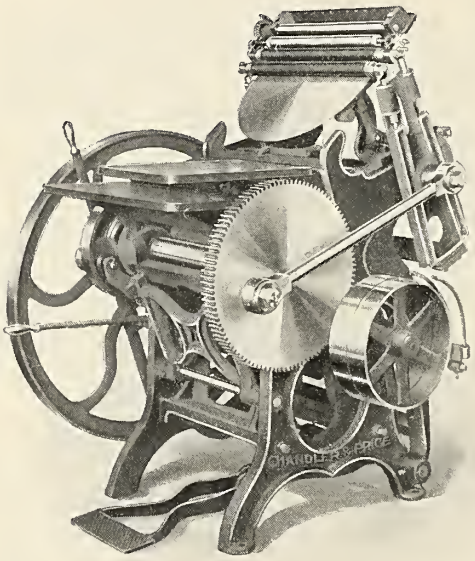
120-130 Sherman Street, Chicago.

Set in Type Made by the Thompson Typecaster.

Dividend-Paying Machines

TWO MACHINES WHICH ARE MAKING MONEY
FOR THOUSANDS OF PROGRESSIVE PRINTERS

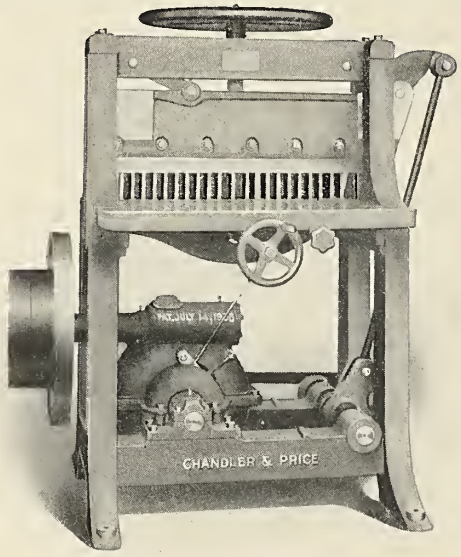
CHANDLER & PRICE GORDON PRESSES



CHANDLER & PRICE GORDON
(With Vibrating Riding Roller)

THESE presses have undoubtedly been the most constantly operated machines in thousands of printing plants during the last twenty-three years. The fact that over thirty-six thousand Chandler & Price Gordon Presses have been used during that time—nearly all of them being run to-day—and not even one press returned because of poor construction or material—tells the story of what these presses can do for you.

CHANDLER & PRICE PAPER CUTTERS



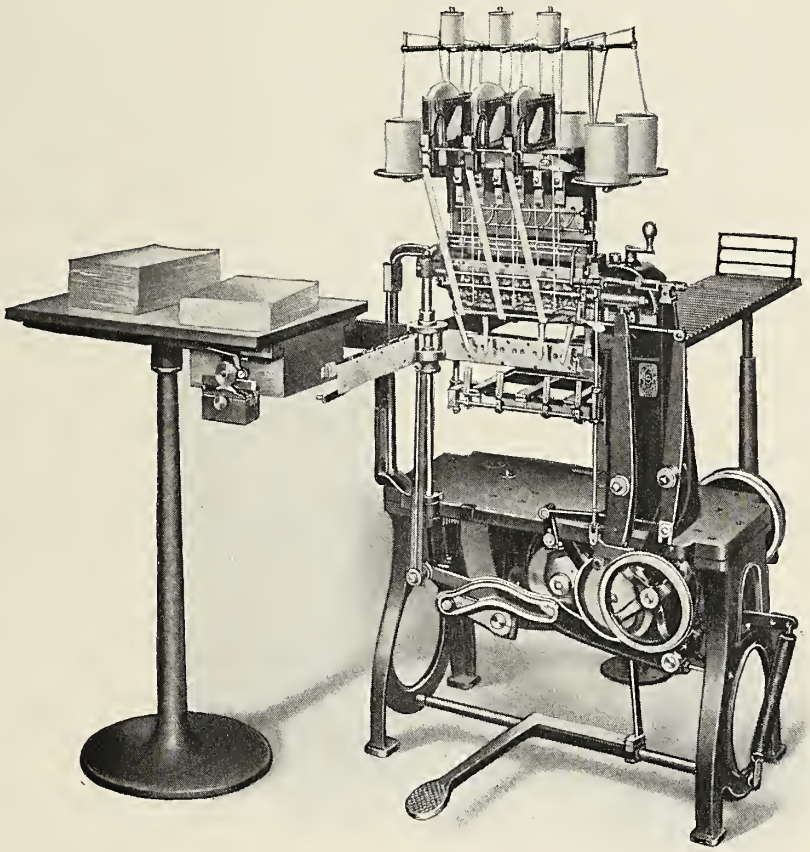
HAND-CLAMP POWER PAPER CUTTERS
Made in three sizes—30 inches, 32 inches and 34 inches
We also make 23-inch, 26-inch and 30-inch Lever Paper Cutters

ANOTHER machine which receives frequent and often hard usage, the money-making power of which depends upon its stability, accuracy, and long wearing qualities, is the paper cutter. The Chandler & Price Paper Cutters, like our presses, are made of the very best materials and by skilled workmen. The parts of these machines are few and simple, insuring long, satisfactory service. Write for our latest book, "Approved Printing Machinery"—it fully describes these machines.

The Chandler & Price Co. CLEVELAND OHIO, U.S.A.

New Model No. 3 Smyth

Book-Sewing Machine



THE popular machine for edition work, catalogues, school books, pamphlets, etc. Performs several styles of sewing — will braid over tape, sew through tape with or without braiding, or sew without tape or twine. No preparation of the work necessary before sewing.

Its fine construction, interchangeable parts, simplicity and rapid operation, have made it the most popular machine for Bookbinders the world over.

Other sizes to suit every requirement.

WRITE FOR PARTICULARS

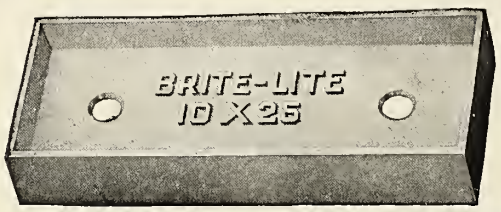
E. C. FULLER COMPANY

FISHER BUILDING, CHICAGO

28 READE STREET, NEW YORK

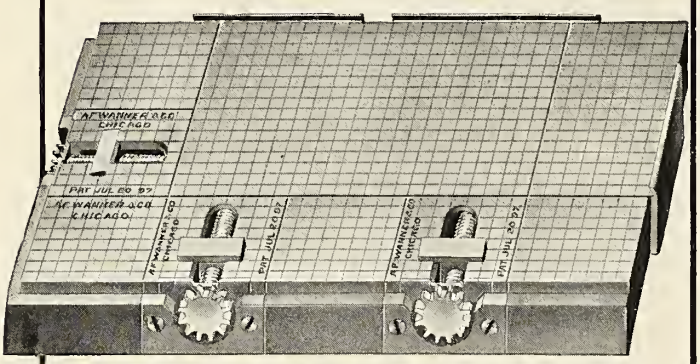
BRITE-LITE

the twentieth century furniture. Accurate as type, strong as iron, and will not rust. Lightest metal furniture made. The accuracy and rigidity of BRITE-LITE Furniture saves time on register and color printing, prevents work-ups in the run, and makes it easier to lock up so a form will lift. Every printer needs Brite-Lite in his plant. If you are not using BRITE-LITE now, let us send you a sample and catalogue free on request.



When you buy Patent Blocks

why not get the block which is universal in its adaptation. A block that is good on colorwork, on bookwork, or on catalogue work. One that can be used under almost every combination of circumstances which are bound to arise in almost every shop. A block that will handle odd shapes



(Page 25 x 41 picas. Made up with only nine simple pieces.)

and sizes of plates — that permits you to put the hooks any place you wish so the plates may be clamped at any point desired—a block that is easy to make up — a block that is durable, strong and accurate — a block that will save you the greatest amount of money on your plate printing. If this is the kind of block you want, buy the

SUDDARD BLOCK SYSTEM

now. Sent on thirty days' approval to responsible printers.

A. F. WANNER & CO.

340 Dearborn Street - - - - - - CHICAGO

Inks that are used in every country where printing is done.

Kast & Ehinger
Germany

Manufacturing Agents for the United States, Canada, Cuba, Mexico

Charles Hellmuth

Printing and Lithographic

INKS

DRY COLORS, VARNISHES

SPECIAL OFF-SET INKS

The World's Standard Three and Four Color Process Inks

Originators of Solvine

Gold Ink worthy of the name

Bi-Tones that work clean to the last sheet

New York
154-6-8 W. 18th Street
Hellmuth Building

Chicago
355-7-9 S. Clark Street
Poole Bros. Building

You Should Have This Book

in your office. It contains full line of our samples and plans how to sell

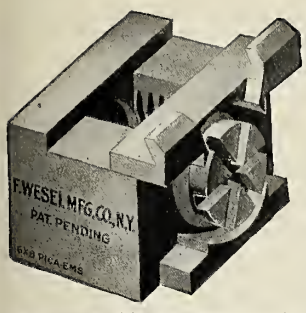
Steel Die Embossing Work

You can build up a profitable side-business, and once your patrons learn that you can take orders for all classes of Embossed Stationery, you will control a business worth while.

Our System Will Interest You

We will place in the hands of the local printer full information, samples, prices, etc., enabling him to go among his clients and solicit steel-die work. Show your customers the quality and character of our work. Write to-day for further particulars.

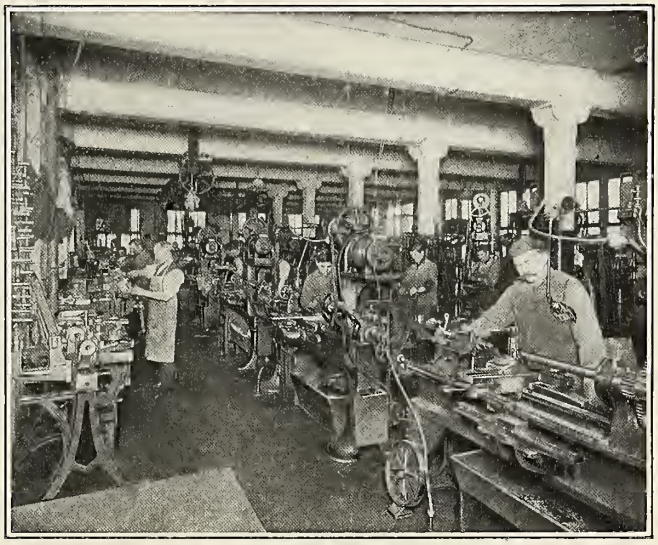
OVER 40 YEARS ON STATE ST.
WM. FREUND & SONS
ESTABLISHED 1883 INC. 1893
STEEL AND COPPER PLATE ENGRAVERS AND PRINTERS
45 TO 49 RANDOLPH STREET
STEEL DIE EMBOSSING CHICAGO
PHONE RANDOLPH 805



The latest and best Register Hook.

Why are SEVENTY-FIVE per cent of all Printing Plates held and registered on Wesel Register Hooks and Blocks?

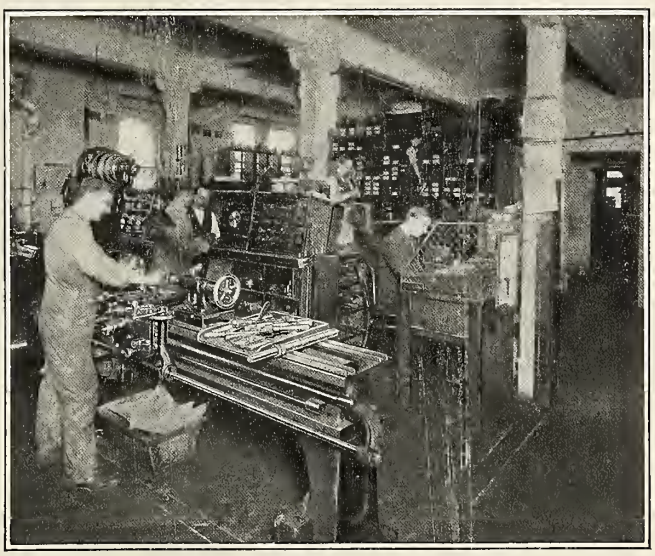

West side of Register Hook Department.


East side of Register Hook Department.

BECAUSE WESEL meets, better than others, the needs of the larger establishments — the leaders — all over the world, and makes every system of Register Hook and Block that can be honestly recommended. Send for "What Every Printer Should Know About Blocks and Register Hooks," and be convinced No system of appliances for holding and registering plates is superior under all conditions — each has its limitations. Concerns that make only one system must, of course, claim superiority, but claiming is not performing. Wesel, making all systems, gives impartial advice.

FACILITIES Here are three photographic views of Wesel's Register Hook and Sectional Block Department (quite separate from our celebrated Grooved Iron Block Department). It is 100 x 56 feet = 5,600 square feet. It has 64 machines, 56 having direct-connected electric motors. The equipment is the best money can buy to-day, and several machines are specially constructed for this work. More than 40 Brown & Sharp micrometer gauges are in constant use by the operators to ensure accuracy.

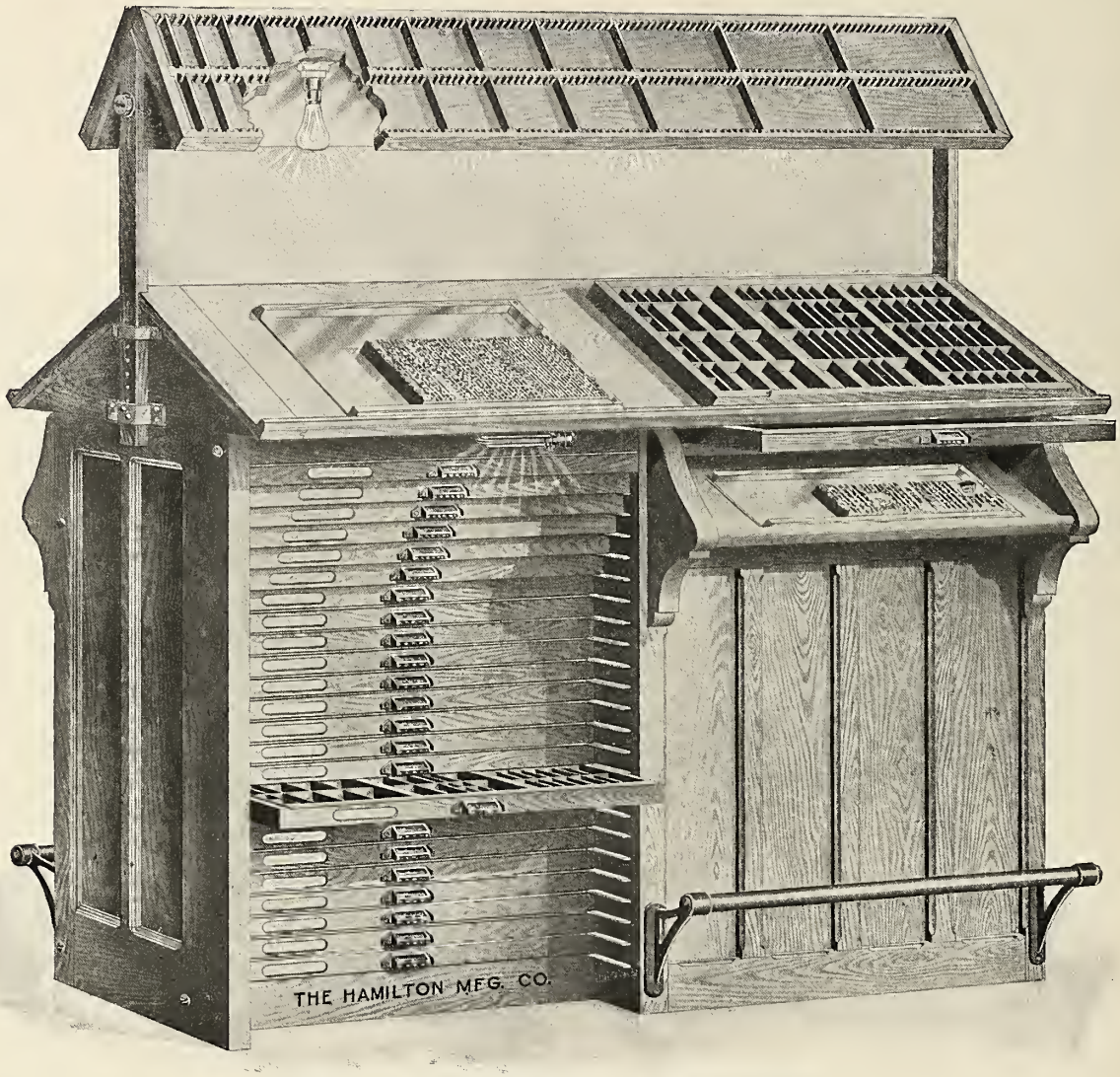
In this line no one can manufacture more economically than WESEL, and no one has equaled WESEL QUALITY. The immense output is one strong proof. A test will furnish the other proof.


Northeast corner Register Hook Department. The northwest corner is not shown.

F. WESEL MANUFACTURING CO. Main Office and Factories 70-80 CRANBERRY STREET, BROOKLYN, N. Y.

Also — 10 Spruce Street, N.Y. City; 315 Dearborn Street, Chicago; 712 Mutual Life Building, Philadelphia.

Wesel makes and sells everything for the Printer, Photo-Engraver, Electrotyper and Stereotyper



THE AD-MAN'S CABINET

HAMILTON'S MODERNIZED COMPOSING-ROOM FURNITURE

Has a new exponent in The Ad-man's Cabinet, a thoroughly practical and economical addition to the line. The illustration tells the story of its convenience. SEND FOR DESCRIPTIVE CIRCULAR.

As an example of what can be accomplished in the rearrangement of composing-room furniture, we can refer to the case of a large representative concern occupying two floors of a building, where it was necessary to condense all the furniture onto one floor. Our expert solved the problem. Not only will this concern save 50 per cent of the composing-room floor space, but there will be a saving in the labor in this department amounting to 10 to 25 per cent. More will be said about this equipment after it has been installed.

Send for a copy of "Composing-room Economy," showing the actual floor plans of the composing-rooms in more than thirty representative printing establishments throughout the United States.

If you are interested in this vital question of composing-room economy, fill out and send us the coupon attached and let us *show you.*

We are interested in the question of Modernized Furniture and we would like to have your representative show us a floor plan of our composing-room as you would rearrange it, with a view to our installing such furniture as you can show us would soon be paid for in the saving accomplished.

Name .....

Street and No. .....

City.....State.....

Have you a copy of "Composing-room Economy"? .....

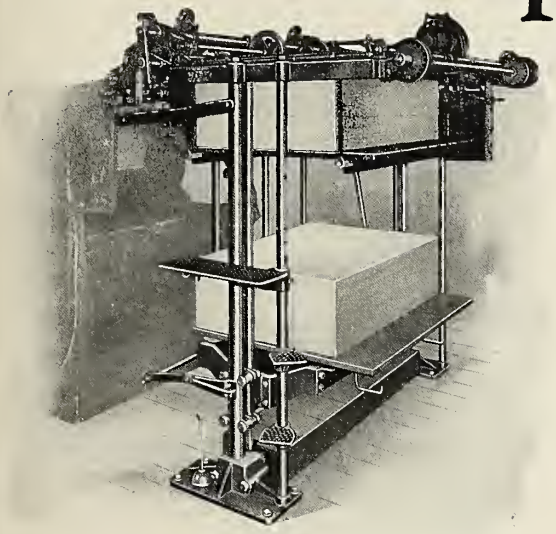
THE HAMILTON MFG. CO.

Main Office and Factories . . TWO RIVERS, WIS.
Eastern Office and Warehouse . . RAHWAY, N. J.

ALL PROMINENT DEALERS SELL HAMILTON GOODS

A VALUABLE LINE GAUGE, graduated by picas and nonpareils, mailed free to every inquiring printer.

The U. P. M. Continuous Pile Feeding Machine



Every printer, to keep abreast of the times, must consider the question of Automatic Feeding Machines.

The principles involved in the U. P. M. Continuous Pile Feeder have been toward Simplicity, Reliability and the Positive Control of the Paper.

The Double Elevator and easy adjustments make possible the economy of a feeding machine for short runs.

The expressed satisfaction of our customers attests the merit of this machine.

The Chapman Electric Neutralizer

The constant endeavor of the printer and lithographer is toward greater production and reduced costs.

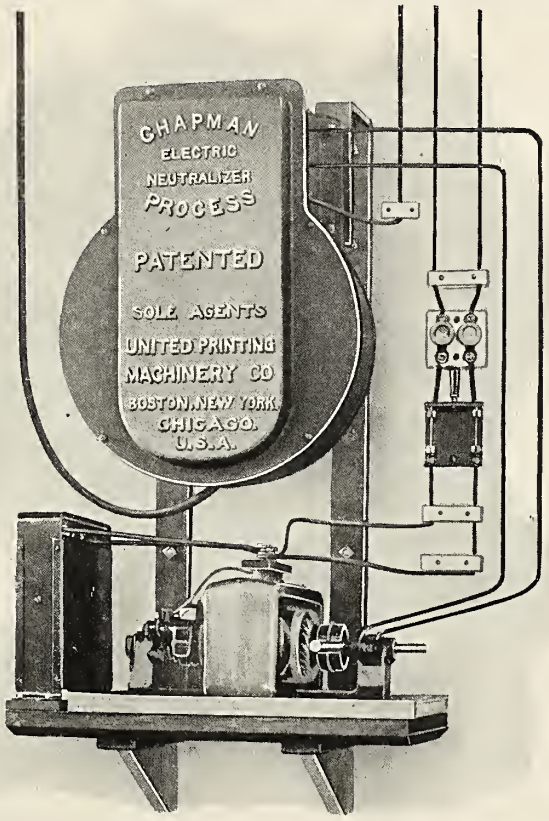
Get out your cost cards.

What would it save you a year, could your troubles from static electricity be overcome?

What production have you lost from this cause?

The Chapman Electric Neutralizer increases production and reduces the costs.

There is some firm near you who has proven this. We will send you their name; then ask for yourself.

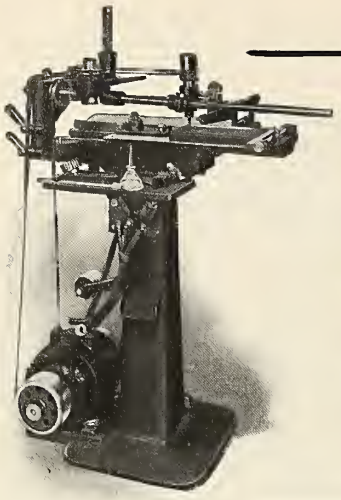


United Printing Machinery Company

246 Summer Street, Boston — 12 Spruce Street, New York

Williams-Lloyd Machinery Company, Agents

337 Dearborn Street, Chicago



HEXAGON SAW TRIMMER

A complete composing-room machine consisting of the following units:

Saw Trimmer
Radial-Arm Router
Jig Saw
Beveler
Power Drill
Slug Cutter and Trimmer

ALL TO A STANDARD POINT MEASURE

Hexagon Tool Co.

DOVER, N. H.

NEW YORK . . . . . 321 Pearl Street
CHICAGO—THOS. KNAPP . . 1241 State Street

Selling Agents and Expert Machinists

I sell Peerless Gluing Machines; various well-known Wire Stitchers, and duplicate parts for Elliott Thread, Thompson, Boston, Brehmer, National and other Wire Stitchers

Attractive Bargains

in secondhand Wire Stitchers. Let me send you list and prices. These prices mean a large saving to you.

CHAS. A. MÜLLER, Machinist
66 Centre Street - - NEW YORK

I repair Case Making, Casing-in, Book Sewing, Gluing and Stitching Machines of all makes.

James White Paper Co.



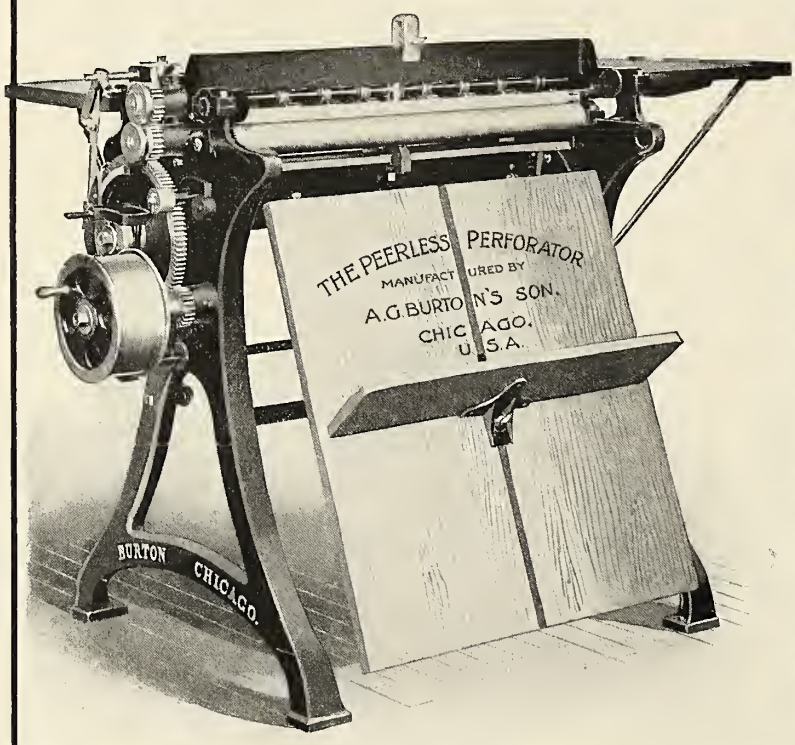
TRADE-MARK
REGISTERED U. S. PATENT OFFICE

COVER AND BOOK PAPERS

210 MONROE STREET - - - CHICAGO

Free from Pet Ideas or Frills

No weak points — made to last — represents the end of experiment



The Peerless Leadership

is not maintained by false or weak claims. There is a great, big difference between PERFORATORS which are really good and those which claim to be good.

In selecting a Perforator *now* you should consider the *future*.

Rapid, perfect perforation, adjustable to a wide range in the thickness of stock, and clean perforation, are a few points to be thought of. Better investigate. Let us send you descriptive matter.

SELLING AGENTS

GANE BROS. & CO. . . . . CHICAGO, ILL.
T. W. & C. B. SHERIDAN . . . . . CHICAGO, ILL. / LONDON, ENG.
S. KOCHANSKI . . . . . BERLIN, GERMANY
MIDDOWS BROS. . . . . SYDNEY, N. S. W.

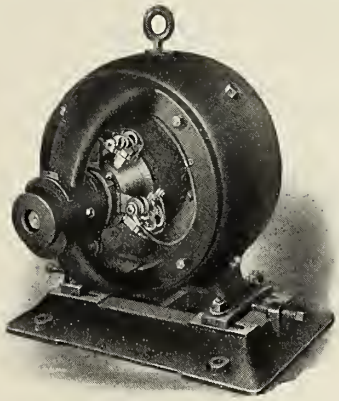
MANUFACTURED BY

A. G. BURTON'S SON

118 to 124 South Clinton Street
CHICAGO, ILLINOIS, U. S. A.

E. C. FULLER CO., 28 Reade St., NEW YORK — Sole Eastern Agents
THE J. L. MORRISON CO. . . Sole Agents for Canada
JOHN DICKINSON & CO., Agents for South Africa and India

Peerless Adjustable Speed Motors



For "a thousand and one" applications. Designed especially for printers' machinery of every description, as well as for lithographers' machinery and paper-box machinery.

A Peerless Motor for every need. Submit your motor problems to our engineers. Direct-current motors $\frac{1}{30}$ to 30 horse-power.

"Peerless Motors Are Good Motors"

THE PEERLESS ELECTRIC CO.

Factory and General Offices, WARREN, OHIO

CHICAGO, 315 Dearborn Street NEW YORK, 43 West 27th Street

HERCULES

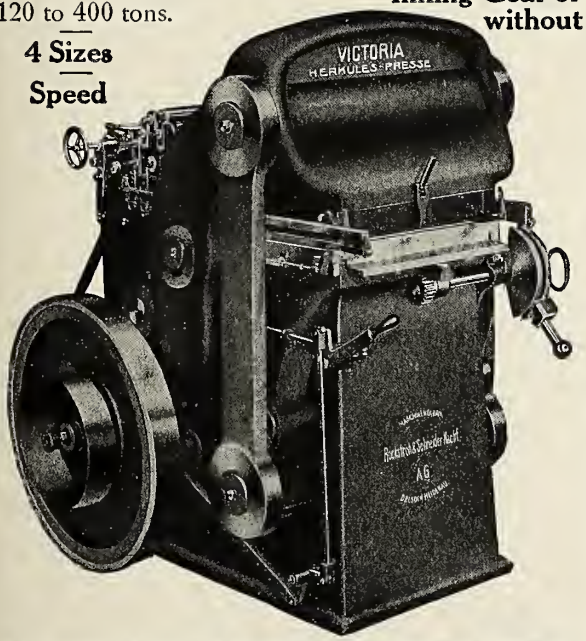
Powerful Up-to-Date EMBOSSER

Effecting a pressure of 120 to 400 tons.

4 Sizes

Speed

Inking Gear or without

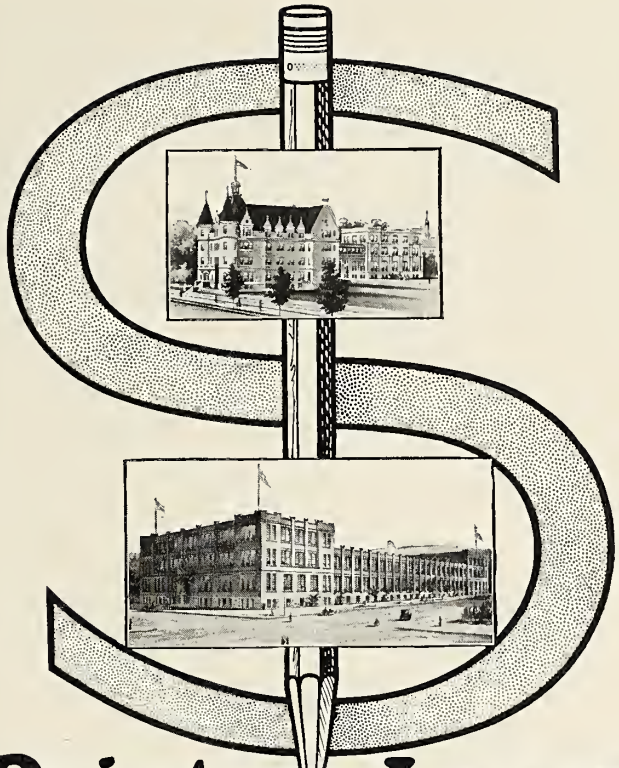


Let us tell you more about the new features and advantages of this machine; how it works and what it will do for you.

VICTORIA PLATEN PRESS MFG. CO.

For particulars write

FRANK NOSSEL, 38 Park Row, N. Y.



Printers Learn Advertising

Every live printer can learn to be a live advertising man. The opportunities in this profession are unlimited. Never has there been such a great demand for advertising men as at present—a demand that far exceeds the supply.

The Advertising Course of the International Correspondence Schools covers every branch. Planned by the foremost advertising men in the world, this course is absolutely without equal. The subjects include

Type, copy writing, planning follow-up systems, managing advertising appropriations, illustrating, catalogue and booklet writing, mediums.

This course is backed by the successful advertising experience of the I. C. S., and has the added advantage of not being a one-man course. It is the one course for ***you,*** no matter in what particular branch of advertising you wish to excel.

For free 80-page book fully describing the Course, fill in and mail the attached coupon to-day. Doing this places you under no obligation. Send the coupon ***now.***

International Correspondence Schools

Box 1207, Scranton, Pa.

Please send, without obligation to me, specimen pages and complete description of your new and complete Advertising Course.

Name .....

St. and No. .....

City ..... *State* .....

The I.T.U. Course

Practical, Not Academic

¶ Among the dubious, there is a disposition to regard this Course as hifalutin — inculcating much that is of little value to the man at the case.

¶ Nothing could be farther from the truth. Though the utility of each step may not at first be apparent to all, every lesson has a direct bearing on the work of the day. A Chicago student working in a small office applied the instruction he received while working in the office. He was also capable of doing work in design and hand-lettering. Read carefully what he says in bidding goodbye to the instruction department:

"The instruction received in composition, type arrangement, imposition and designing has enabled me to do better work than I would have done if I had dependéd upon learning the trade in a printing-office. At different times I have been able to take work in designing and hand-lettering and have received reasonable returns. In regard to my daily work, am now able to apply the instruction and information I received, with good results both to myself and employers. Have learned a great deal from the mistakes and criticisms of my lessons, taking advantage of them by remembering and avoiding them in my daily work. The time spent on the lessons was pleasant and profitable, and I also took very much interest in studying them. I thank you for your interest in my work."

¶ Any compositor who wishes to improve should take this Course. Full information by dropping a postal to

THE I.T.U. COMMISSION

120 Sherman Street, Chicago, Ill.

Sold for less than actual cost — $23 for spot cash, or $25 in installments of $2 down and $1 a week till paid. Each student who finishes the Course receives a rebate or prize of $5 from the International Typographical Union.

¶ This ad. is the work of a student of the Course and demonstrates the uses to which lettering may be put in ordinary work.

Canadian Typographical Prosperity

The Dominion of Canada Trade and Commerce Report for the ten months ending January 31, 1910, shows that

The Imports of Printing Machinery from United States Manufacturers have Increased in One Year 132%

as compared with the same imports for the corresponding ten months of the previous year.

Following is a list of these imports from *United States only* for the *ten months* ending January, 1910, together with the percentage of increase in each case over the corresponding months of the previous year.

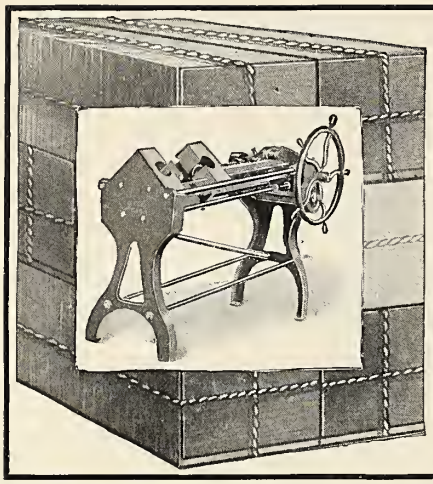
		Increase
Printing-presses	$544,914	134%
Lithographic presses and typemaking accessories	53,101	612%
Typesetting and typecasting machines	211,134	126%
Bookbinders' machinery	147,002	142%
Type, including chases, quoins and slugs	75,714	52%
Total	$1,031,866	132%

Surely in such a market there is business for you whether your line is printing machinery, ink, paper or other supplies. Through

"Printer and Publisher" of Canada

we gather together the managers of more than 90 per cent of the actual printing plants of Canada and enable you to present your proposition with all the advantages which only the home paper can give.

Full particulars as to rates, size of page, etc., will be furnished upon application to the Advertising Department of PRINTER AND PUBLISHER, 10 Front Street East, Toronto, Canada.



As to the value of other things, most men differ. Concerning the

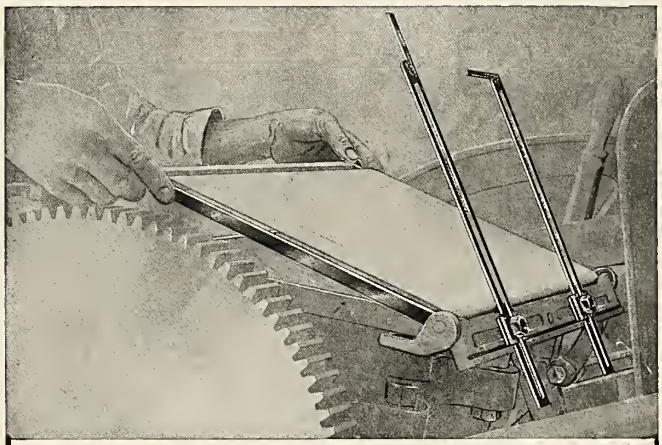
Anderson Bundling Press

all have the same opinion.

The high pressure produced and the ease of obtaining it, is ONE reason why so many ANDERSON BUNDLING PRESSES are used. Many binderies have from two to twelve.

Write for List of Users in your locality

C. F. ANDERSON & CO. 394-398 Clark St., CHICAGO



This illustration shows a C. & P. Gordon Press equipped with a Harris Adjustable Tympan Frame and a set of Harris Adjustable Grippers.

The HARRIS "TWINS"

TIME-SAVERS *for* JOB PRESSES

HARRIS ADJUSTABLE JOB PRESS TYMPAN FRAME

(Patented)

FITS down snugly over the platen. Holds all the tympan sheets. Can be lifted at any time to take press proofs or run rush jobs without affecting the register. Particularly useful in striking up colors.

HARRIS ADJUSTABLE JOB PRESS GRIPPERS

(Patented)

LONGITUDINAL and lateral adjustments may be made simultaneously. Simple in operation, durable in construction, reasonable in cost. They stand to-day the pink of perfection in Gripper construction.

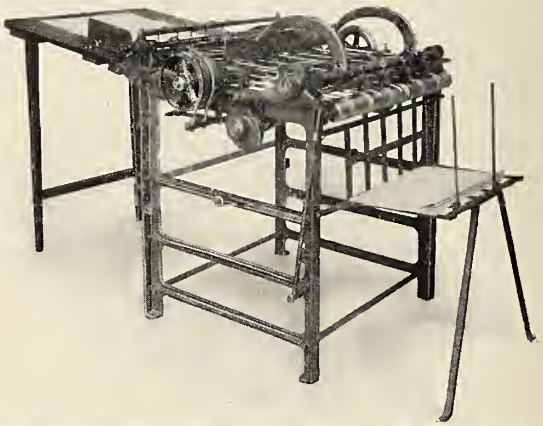
MANUFACTURED BY

HARRIS GRIPPER & MANUFACTURING CO., *Inc.*

RICHMOND, VA., U. S. A.

SOLD BY DEALERS EVERYWHERE

A FOLDER at the Right Price



The Hall Single Fold Drop Roll Folder

is the cheapest and best machine for cover and end-sheets. High speed. Will fold from 4,000 to 6,000 per hour; will fold sheets size 6 x 6 to 24 x 24.

This machine is built with a view to fill the requirements of a modern job office at a very low price.

Write to-day for our terms, prices and full particulars.

We REPAIR and MOVE Folders and Feeders.

A. W. HALL & COMPANY

327 Dearborn Street - - - Chicago, Illinois

DO YOU DO COLOR WORK?

We have a new device for perfect feeding of sheets to the maximum speed of cylinder or lithographic press. It increases the output, and cuts out the losses caused by imperfect feeding. It saves its cost many times over by reason of these advantages. The poorest feeder can turn out the highest quality of work. It is approved of by feeders because it helps them in their work. SEND FOR OUR NEW BULLETIN.

CHICAGO REPRESENTATIVE
CHAS. H. COLLINS, 354 Dearborn St.

FUNK MACHINE COMPANY

PRINTERS' AND BOOKBINDERS' MACHINERY

23, 25, 27 CITY HALL PLACE - - - - - NEW YORK

MEGILL'S PATENT
AUTOMATIC REGISTER GAUGE



$4.80

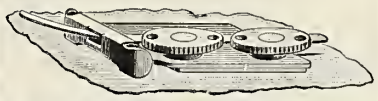
POOR REGISTER— SPOILED WORK—

Do You Know How Much It Costs You?

Megill's Automatic Register Gauge is the great profit-maker in color—and other register work. It brings every sheet out alike. Quickly applied just where each job requires it on any make or size of job press. Left gripper operates it.

A money order covering price will bring these Gauges promptly by mail. Such orders will not be referred back. Est. 40 years.

E. L. MEGILL, Inventor and Manufacturer
FREE BOOKLETS. **60 Duane St., NEW YORK, U. S. A.**



MEGILL'S DOUBLE-GRIP GAUGE.

Strongest gauge in the world. No pin-points, no gluing, no patching. Holds for any weight stock and adjustable by easing nuts. Fastens through a vertical slit quickly cut in top sheet. Saves tympan. **$1.25 set of three,** including key and extra tongues.



Megill's Patent
SPRING TONGUE GAUGE PIN.

Real thing in a GAUGE PIN. Very handy. **$1.20 per doz., 40c. set of three,** including extra tongues.



THE ROBERT DICK MAILER

Combines the **three** great essentials to the publisher: **SPEED—SIMPLICITY—DURABILITY.** ¶ Experts address with our machines 8,556 papers in one hour. ¶ SO SIMPLE a month's practice will enable ANY operator to address 3,000 an hour. ¶ Manufactured in inch and half inch sizes from two to five inches.

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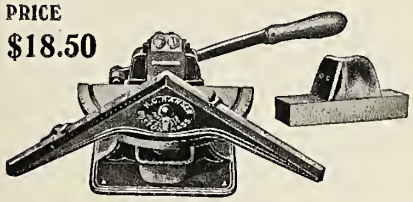
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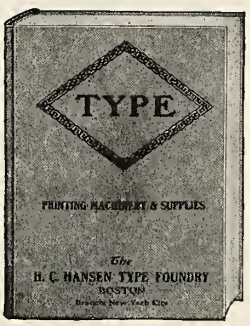
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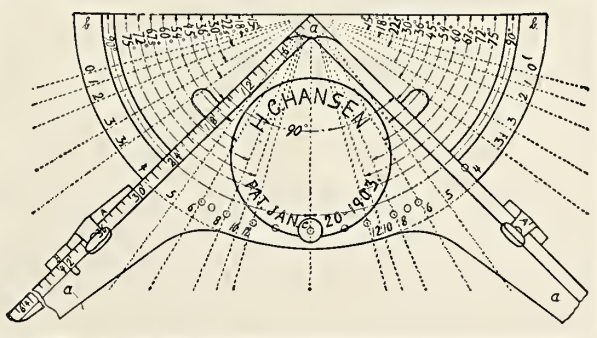


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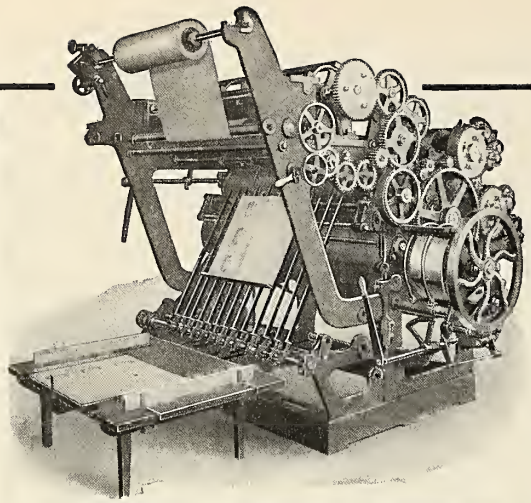
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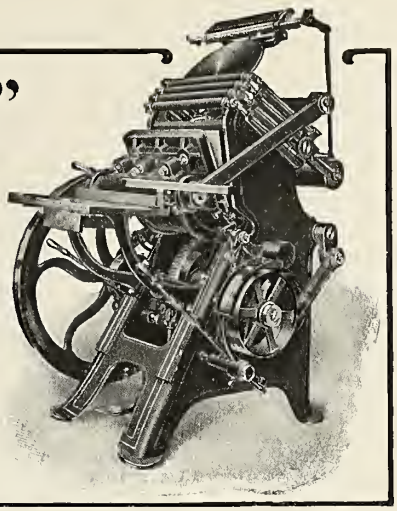
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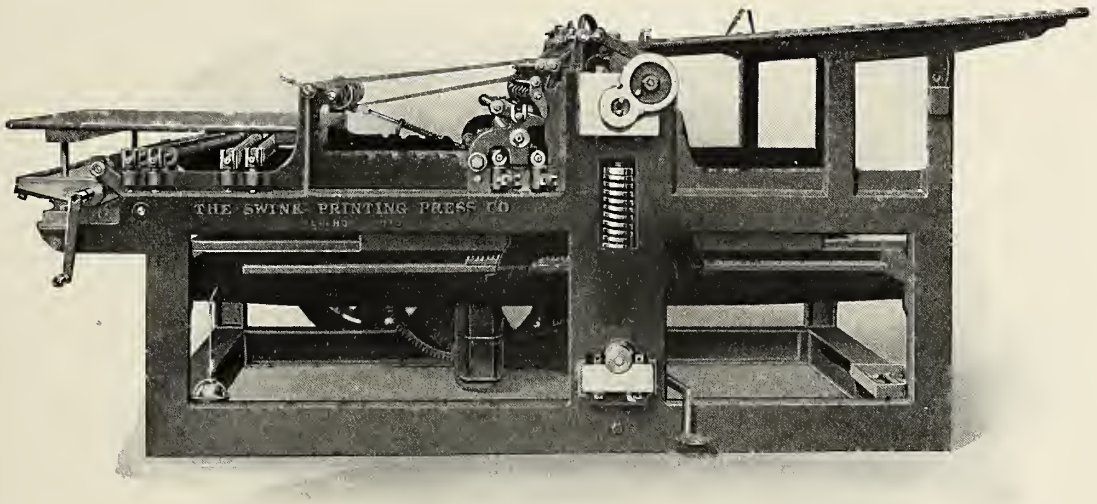
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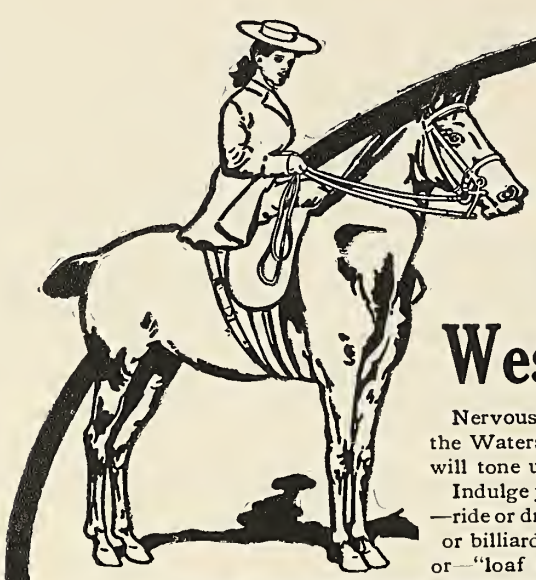
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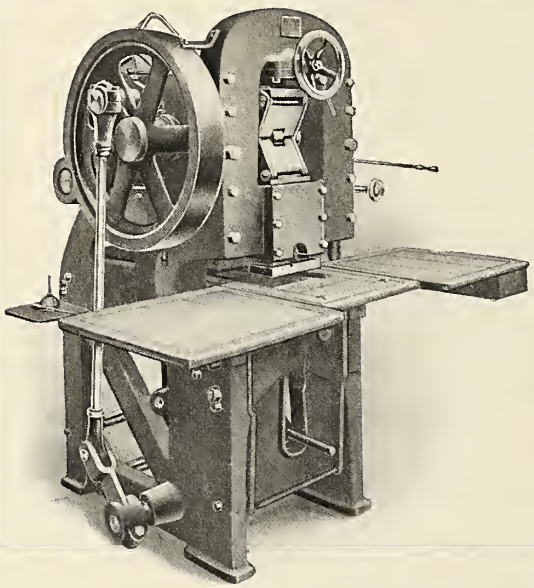
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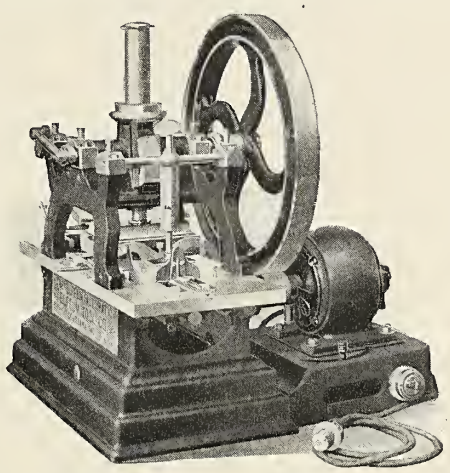
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resulting in a perfect overlay, with a relief on both sides of the sheet, containing each and every possible shade of the half-tone cut. Some *nine hundred printing plants* in all parts of the world have installed the process. Among which are numbered many of the most prominent printing plants of the United States. Their recommendations prove superiority.

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$1.00 Insurance Policy Ink

Has stood at the head of all Job Inks for printing on hard-surface papers, drying quickly with a gloss, and not offsetting. Other houses have tried unsuccessfully to imitate it, but our process of making this Ink makes it unqualifiedly the *Finest Grade of Job Ink* on the market.

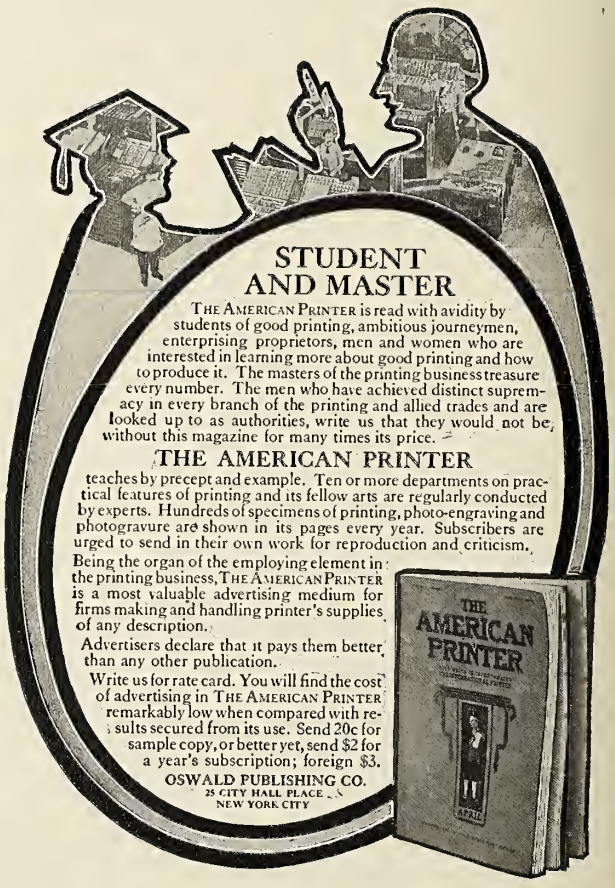
On receipt of one dollar we will forward by express prepaid one pound to any part of the United States or Canada.

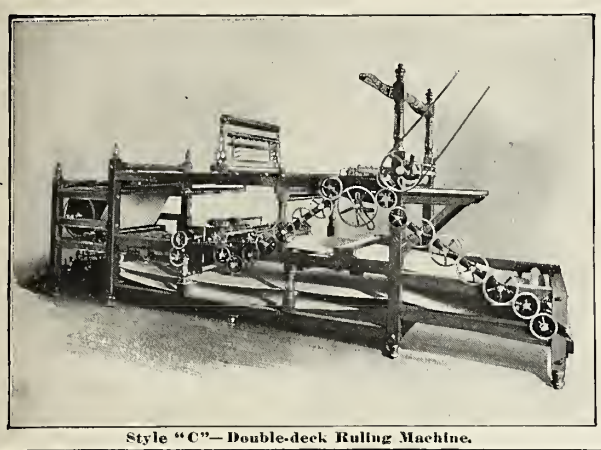
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Manufacturers of High Grade Printing Inks

NEW YORK, 59 Beekman St. — CHICAGO, 357 Dearborn St.
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Style "C"—Double-deck Ruling Machine.

HICKOK
Paper-Ruling Machines
AND Ruling Pens
Bookbinders' Machinery

The W. O. HICKOK MFG. CO.
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ESTABLISHED 1844 INCORPORATED 1886

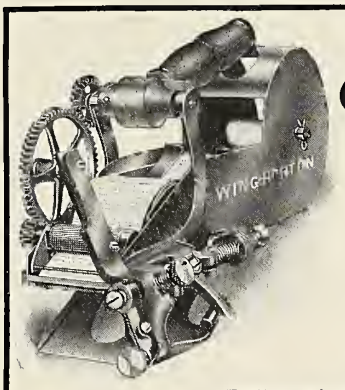
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MARCH, 1910

Representing many new and profitable lines, is now ready for distribution.

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"They Are Going Some"

Eight hundred and sixty-nine ***Wing-Horton Mailers*** were sold in 1909. They were all sold subject to approval, and not a Mailer was returned. If you are not using a ***Wing-Horton Mailer,*** perhaps your Mailing Department is not working to its best possible economy.

Full particulars supplied on request.

CHAUNCEY WING, Manufacturer . . Greenfield, Mass.

a Word to the Wise!



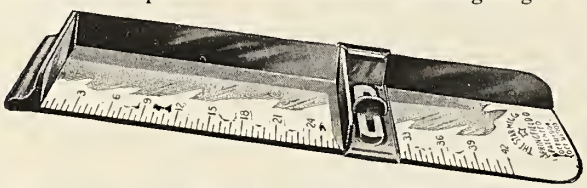
A Wire Stitching Machine designed along new and simple lines, capable of producing highest quality work, and built to stand up under the most exacting requirements, is obviously the Wire Stitcher for the wise printer or binder to buy. Such is the "Boston" Wire Stitcher, now used by all the up-to-date printing and binding concerns. If you are not a user of the "Boston" it is time you looked into the extraordinary merits of this simple machine, which the most obtuse operator can very readily master and keep in constant and satisfactory operation!

For full information write nearest salesroom American Type Founders Company

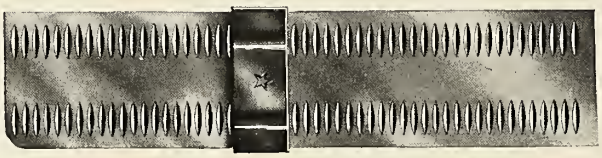
Set in the new and bound-to-be-widely-used Century Oldstyle Bold, with Wayside Border and Chap-book Cut

The Star Composing Stick

has so many substantial and up-to-the-minute advantages that no compositor should overlook investigating it.



Accuracy and utility have made the STAR COMPOSING STICK popular with discriminating compositors. Easily adjusted — locks itself. The Wedge Lock System can not be surpassed.



Note the back protection on stick. When knee is unlocked the projections are released from *grooves* by a spring, protecting the grooves from wear. This *groove system* has proven its efficiency and longevity of service.

Made in all popular sizes at a price in keeping with their actual worth.

FOR SALE BY SUPPLY HOUSES *GENERALLY*

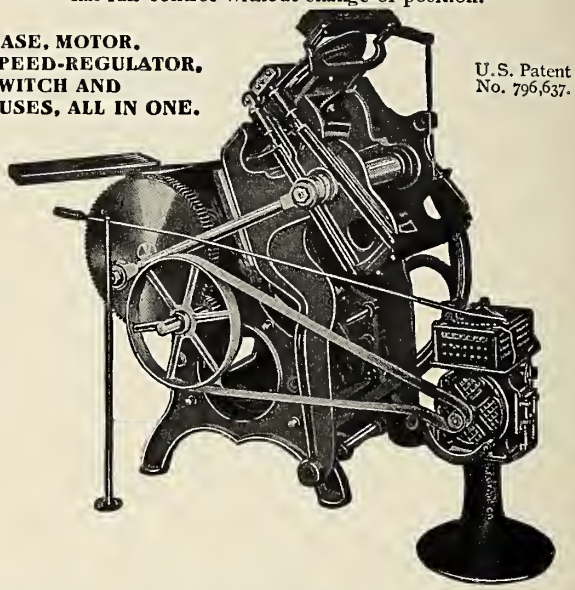
The Star Tool Manufacturing Company
17 West Washington St., Springfield, Ohio

The BARR Combination Motor Equipment

Simple in construction and easy to install. Any gradation of speed from zero to highest may be obtained. Operator has full control without change of position.

BASE, MOTOR, SPEED-REGULATOR, SWITCH AND FUSES, ALL IN ONE.

U.S. Patent No. 796,637.



Made in ¼, ½, 1 H. P., 110, 220, 500 Volts, D. C.; and ¼, ⅓, ½ H. P., 25 or 60 Cycle, 110, 220 Volts, A. C.

ROBINSON-SIDLEY COMPANY
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Announcement

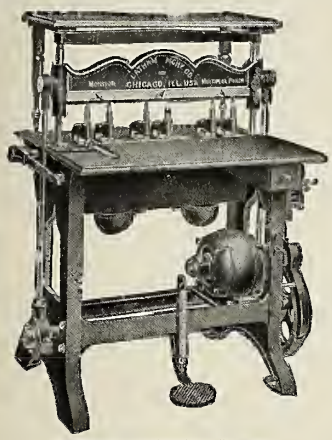
We take pleasure in announcing that, after doing business successfully at 302 Dearborn Street for fifteen years, we will, about May 1, move to 124-130 Federal Street, just a few doors south of Harrison, where we will occupy a floor space of 100 x 100 feet in an up-to-date, strictly fireproof building, especially adapted for Printing and Electrotyping.

We have added to our equipment larger and more effective machinery for turning out high-class Electrotyping and Nickeltyping, and

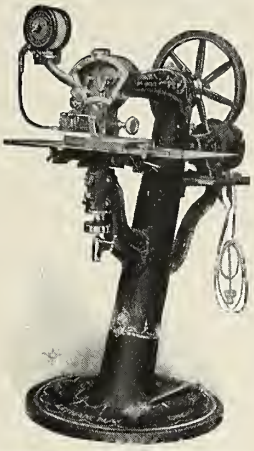
Dr. Albert's New Patented Lead-Moulding Process.

By this process we can furnish you Nickel-Steel Face Electrotypes, which register perfectly and wear better, for the reason that our nickel-steel deposited shell is harder than copper and is the most durable face known in electrotyping. We can now guarantee our Half-tone Electrotypes to be equal to, and even better than, the original Half-tone. We solicit a trial order from all who may be interested.

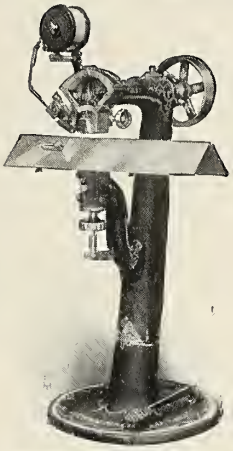
NATIONAL ELECTROTYPE COMPANY
124-130 FEDERAL STREET, CHICAGO



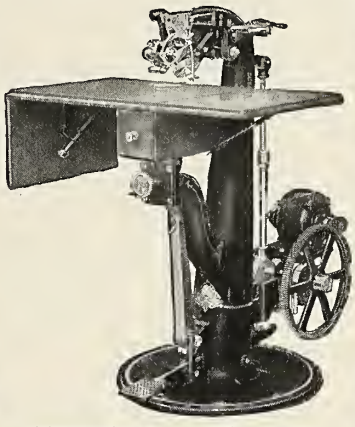
Monitor Multiplex Punch.



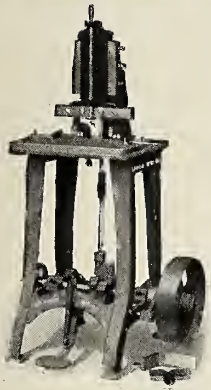
Monitor No. 1 Wire Stitcher.



Monitor No. 2½ N. S. Wire Stitcher.



Monitor Paging and Numbering Machine.



Monitor Power Duplex Punch and Round-Corner Cutter.

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LATHAM'S MONITORS

Which have stood the test of 20 years' competition.

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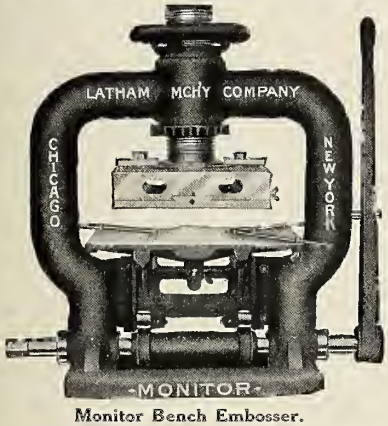
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306-312 South Canal Street.

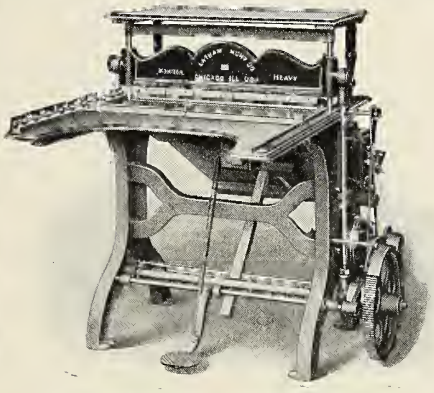
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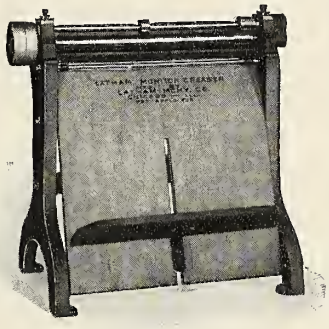
Monitor Corner Box-Stayer.



Monitor Bench Embosser.

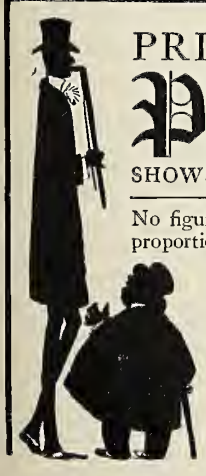


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SHOWS PROPORTION AT A GLANCE

No figuring—no chance for error. Will show exact proportion of any size photo or drawing—any size plate.

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Being transparent, may be placed upon proofs of cuts, etc., and number of square inches determined without figuring. **Price, $2.00.**

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An up-to-date text-book, explaining in simple language the process of printing from metal plates in the lithographic manner. Complete in every detail. Every printer who is interested in the offset press should read it.

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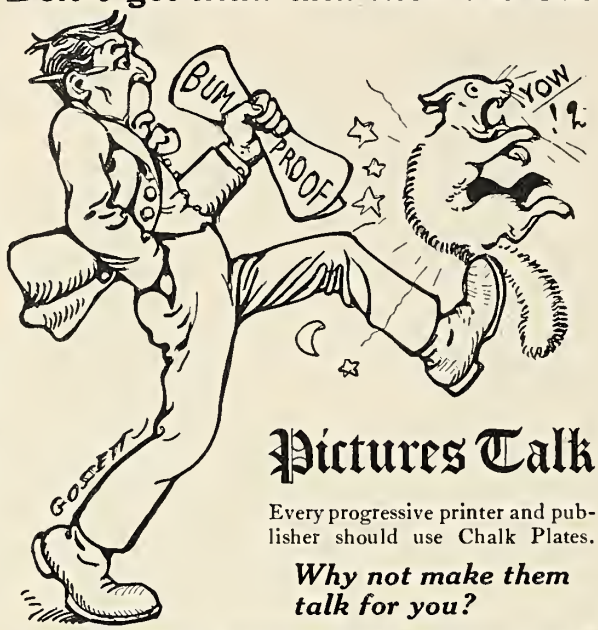
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The National Lithographer

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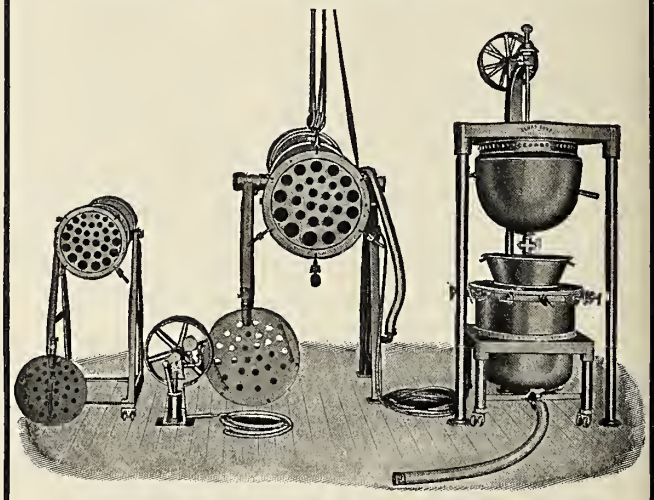
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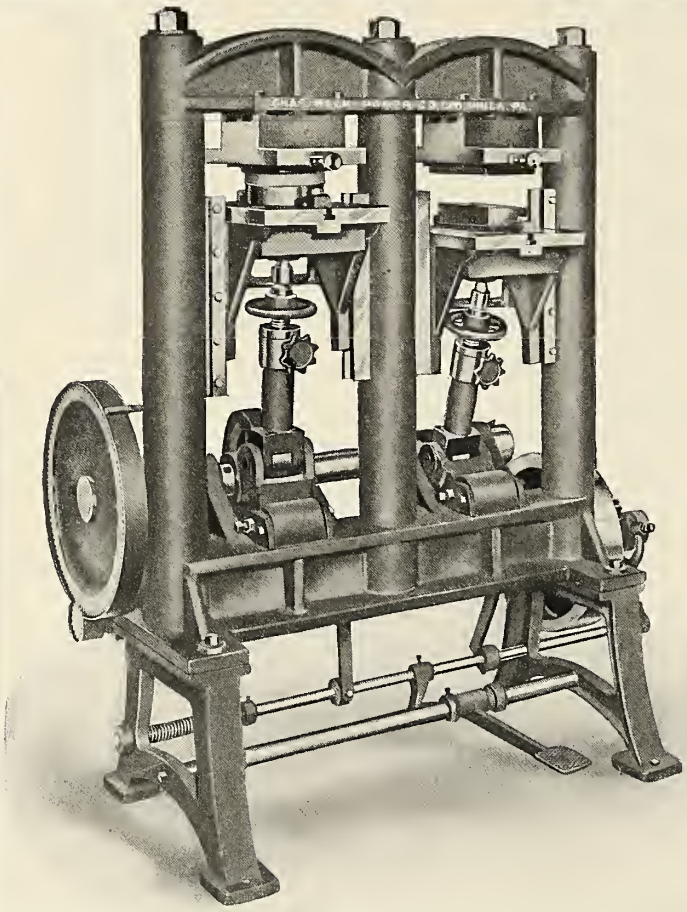


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Keystone Double Embosser

Produces QUALITY Embossing with SPEED.

Uses the "Baked Under Pressure" principle, the only correct method of embossing.

The heads automatically alternate in pressing.

While the operator is unloading and reloading an open head, the alternate head remains closed, keeping its work under pressure, at the same time driving heat into both sides of the work, due to *both top* and *bottom* heads being heated. Thus the work is virtually "Baked Under Pressure," producing results that can be obtained in no other way.

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Write for folder on presses and embossing.

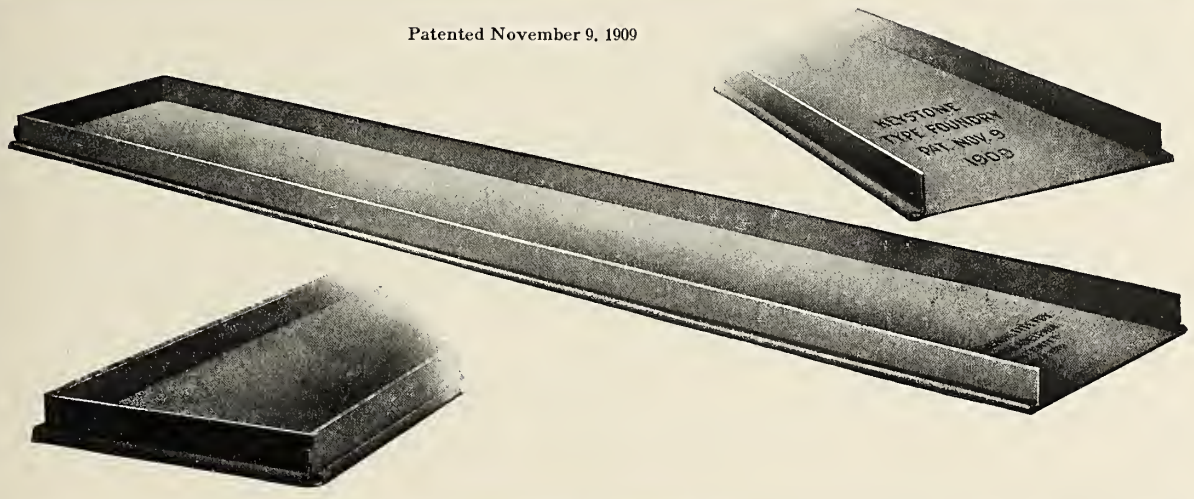
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Standard Zinc Galleys

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Triple Column	8½ x 23⅛	2.60	1.30	2.50	1.25	2.40	1.20	2.30	1.15
Job	6 x 10	1.60	.80	1.50	.75	1.40	.70	1.30	.65
Job	8¾ x 13	1.90	.95	1.80	.90	1.70	.85	1.60	.80
Job	10 x 16	2.60	1.30	2.50	1.25	2.40	1.20	2.30	1.15
Mailing, Single Column	3½ x 22½	1.90	.95	1.80	.90	1.70	.85	1.60	.80
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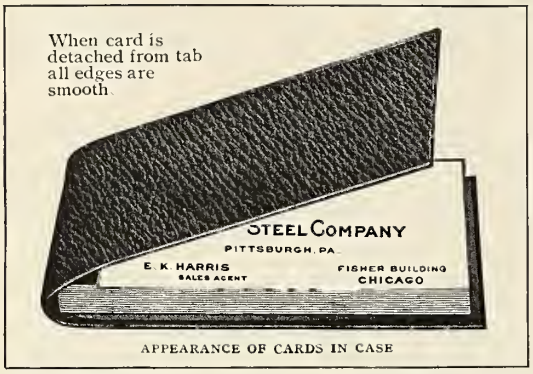
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Because — It has no competitor, it being the *only smooth edged* **book form card.**

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Send for a sample tab to-day and test the logic of these statements. Detach the cards yourself. *Send to-day.*

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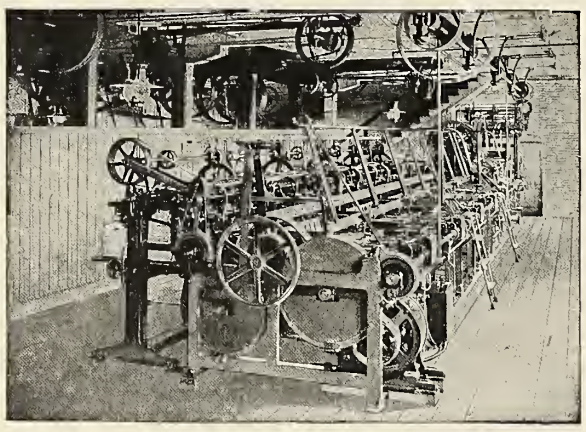
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mean an increase in efficiency of each machine, economy in the use of power, a cleaner pressroom, and more light due to the absence of belts and shafting.

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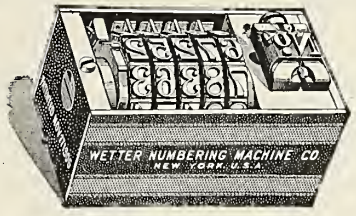
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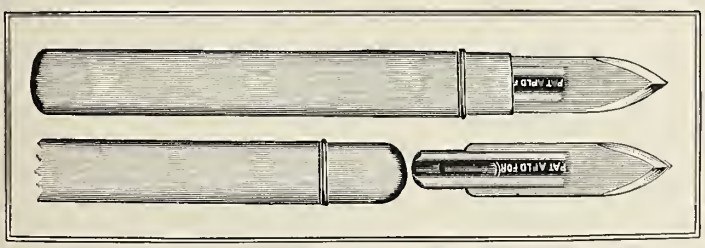
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A handle with a reversible blade-holder. When not in use, blade is slipped into the handle. Can be carried in the vest pocket. Blades finely tempered. When worn down, throw away and insert a new one.
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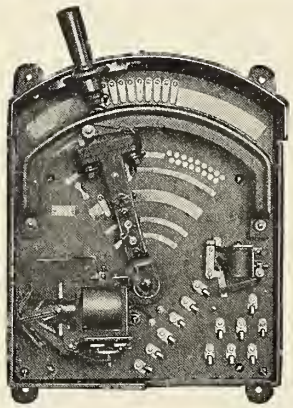


CR-171—Printing-press Controller.

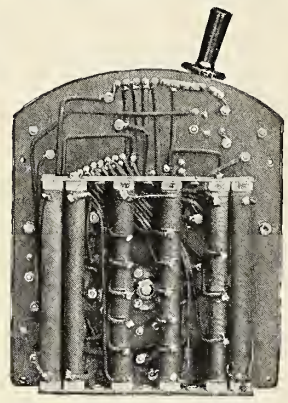
The Use of Unreliable Control Apparatus Results in

- Skilled Men Standing Idle;
- Heavy Loss from Idle Presses;
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- Cancellation of Orders;
- Loss of Prestige.

Printing-Press Motor Controllers



CR-171—Printing-press Controller enclosing cover removed.



CR-171—Controller, with field resistance mounted on back of slate panel.

The General Electric Company's new line of controllers for printing-presses is the result of long and painstaking investigation made by its expert engineers, assisted by its research departments, and will afford absolutely reliable service.

Perfect Mechanical and Electrical Construction

Perfect mechanical construction is obtained by using materials of the highest grade, and by employing skilled labor in their manufacture.

Every controller is thoroughly tested and must receive the approval of the testing department before shipment.

Great Ruggedness

The motor is disconnected from the power circuit by an auxiliary device of great ruggedness, so constructed as to suffer practically no deterioration from service. Unless provided with such a device the rheostat would rapidly deteriorate and very quickly need extensive repairs.

Protection of Motor

A device automatically disconnects the motor if the voltage fails and thus protects it from injurious burning which would otherwise occur if the power is immediately thrown on again.

If desired, a device can be furnished which will prevent overloading and abusing the motor.

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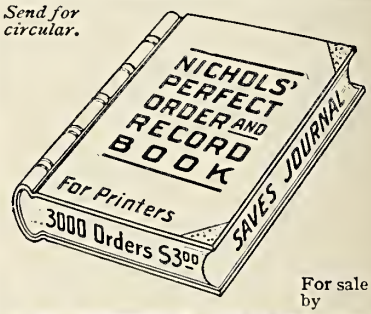
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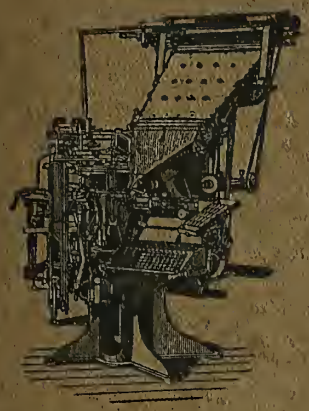
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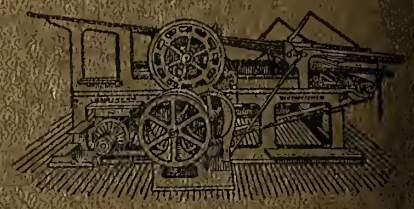
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HAVANA—Francisco Arredondo
TOKIO—Teijiro Kurosawa

The Miehle

The following is a list of Miehle Presses shipped during the month of *March . . . 1910*



THIS LIST SHOWS THE CONTINUED DEMAND FOR MIEHLE PRESSES.

Brooklyn Daily Eagle	Brooklyn, N. Y.	1
Previously purchased one Miehle.		
M. Brodard	Coulommiers, France	1
Independent Publ. Co	New Philadelphia, Ohio	1
Shea, Smith & Co	Chicago, Ill	1
Previously purchased two Miehles.		
The G. B. Williams Co	Chicago, Ill	1
Previously purchased three Miehles.		
William Ferguson	Chicago, Ill	1
W. Smulski Publishing Co	Chicago, Ill	1
Previously purchased one Miehle.		
The Carson-Harper Co	Denver, Colo	1
Previously purchased two Miehles.		
Jerome H. Remick Ptg. Co	Detroit, Mich	1
Previously purchased six Miehles.		
United States Printing Co	New York, N. Y	2
Previously purchased for this and other Branches thirty-five Miehles.		
Keller-Crescent Ptg. & Eng. Co	Evansville, Ind	1
Previously purchased three Miehles.		
The Speed Ptg. & Publ. Co	Evansville, Ind	1
The American Art Works	Coshocton, Ohio	1
Previously purchased two Miehles.		
The Times Printing Co	Hamilton, Ont	1
Previously purchased two Miehles.		
Robert Raw & Co	Hamilton, Ont	1
Previously purchased one Miehle.		
The New Century Printers	Lincoln, Neb	1
Ed. A. Brewster	Joliet, Ill	1
Previously purchased one Miehle.		
F. W. Baltes & Co	Portland, Ore	1
Previously purchased two Miehles.		
Cone, Parker & Storfer	Chicago, Ill	1
Previously purchased three Miehles.		
Peck & Durham	New York, N. Y	1
S. D. Childs & Co	Chicago, Ill	1
Previously purchased four Miehles.		
A. Wohlfeld	Magdeburg, Germany	1
Previously purchased nine Miehles.		
Otto Heck	Munich, Germany	1
Con. P. Curran Printing Co	St. Louis, Mo	4
Previously purchased two Miehles.		
National Iron & Steel Publ. Co	Pittsburgh, Pa	1
Standard Sanitary Mfg. Co	Pittsburgh, Pa	1
Previously purchased one Miehle.		
Wilbert Garrison Co	New York, N. Y	1
The Tribune	Great Falls, Mont	1
Stearns & Beale	New York, N. Y	1
Boorum & Pease Co	New York, N. Y	1
Previously purchased two Miehles.		
J. Thomas & Co	Chicago, Ill	1
Previously purchased twelve Miehles.		
The Whitworth Bros. Co	Cleveland, Ohio	1
Previously purchased seven Miehles.		
R. F. Grace Ptg. & Mfg. Co	New Orleans, La	1
W. F. Doubleday	Kalamazoo, Mich	1
Illinois Envelope Co	Kalamazoo, Mich	1
Previously purchased one Miehle.		
Charles Francis Press	New York, N. Y	2
Previously purchased four Miehles.		
Chicago Shipping & Receipt Book Co	Chicago, Ill	1
Jewell Printing Co	Chicago, Ill	1
Independent Press Room	San Francisco, Cal	1
Previously purchased one Miehle.		
Mulrson & Wright	San Jose, Cal	1
Previously purchased one Miehle.		
Birschewyja Wedomosti	St. Petersburg, Russia	1
Previously purchased two Miehles.		
Noel Printing Co	Philadelphia, Pa	1
Gerlach-Barklow Co	Joliet, Ill	1
Previously purchased nine Miehles.		
F. J. Lawson Co	New York, N. Y	1
Oberly & Newell	New York, N. Y	1
Kalamazoo Stationery Co	Kalamazoo, Mich	1
Previously purchased three Miehles.		
Zeese, Wilkinson & Co	New York, N. Y	2
Previously purchased eight Miehles.		
Knight Brothers	Sumter, S. C	1
Folding Paper Box Co	South Bend, Ind	1
Previously purchased four Miehles.		
Battle Creek Paper Co	Battle Creek, Mich	1
Previously purchased four Miehles.		
Lecoq, Mathorel & Bernard	Paris, France	2
Previously purchased four Miehles.		
M. Kapp	Vanves, France	1
Glaubensbote Publ. Co	Louisville, Ky	1
The Acme Publ. Co	Morgantown, W. Va	1
Previously purchased one Miehle.		
The Everest-Braband Co	Milwaukee, Wis	1
Frank Hensley	El Reno, Okla	1
International Harvester Co	Chicago, Ill	1
Previously purchased seven Miehles.		
Severinghaus & Bellfuss Co	Chicago, Ill	1
Previously purchased one Miehle.		
Ready Print	Regina, Sask	1
Times Journal	Ft. Williams, Ont	1
Murdoch, Kerr & Co	Pittsburgh, Pa	1
Republican Printing Co	Mason City, Iowa	1
Paradise of the Pacific	Honolulu, T. H	1
A. A. Levinsohn	Moscow, Russia	1
Roy M. Bareal & Co	Chicago, Ill	1
Publishers Printing Co	New York, N. Y	2
Previously purchased fourteen Miehles.		

Shipments for March, 1910, **75** Miehle Presses

For Prices, Terms and Other Particulars, address

The Miehle Printing Press & Mfg. Co.

Factory, COR. FOURTEENTH AND ROBEY STREETS

(South Side Office, 274 Dearborn Street)

CHICAGO, ILL., U. S. A.

New York Office, 38 Park Row. Philadelphia Office, Commonwealth Bldg. Boston Office, 164 Federal Street.
6 Grunewaldstrasse, Steglitz-Berlin, Germany. 179 Rue de Paris, Charenton, Paris.

JUNE
1910

VOLUME XLV
NUMBER 3

The Inland Printer



Smithsonian Institution
JUN 3 1910
National Museum

PRINTED IN TWO COLORS.

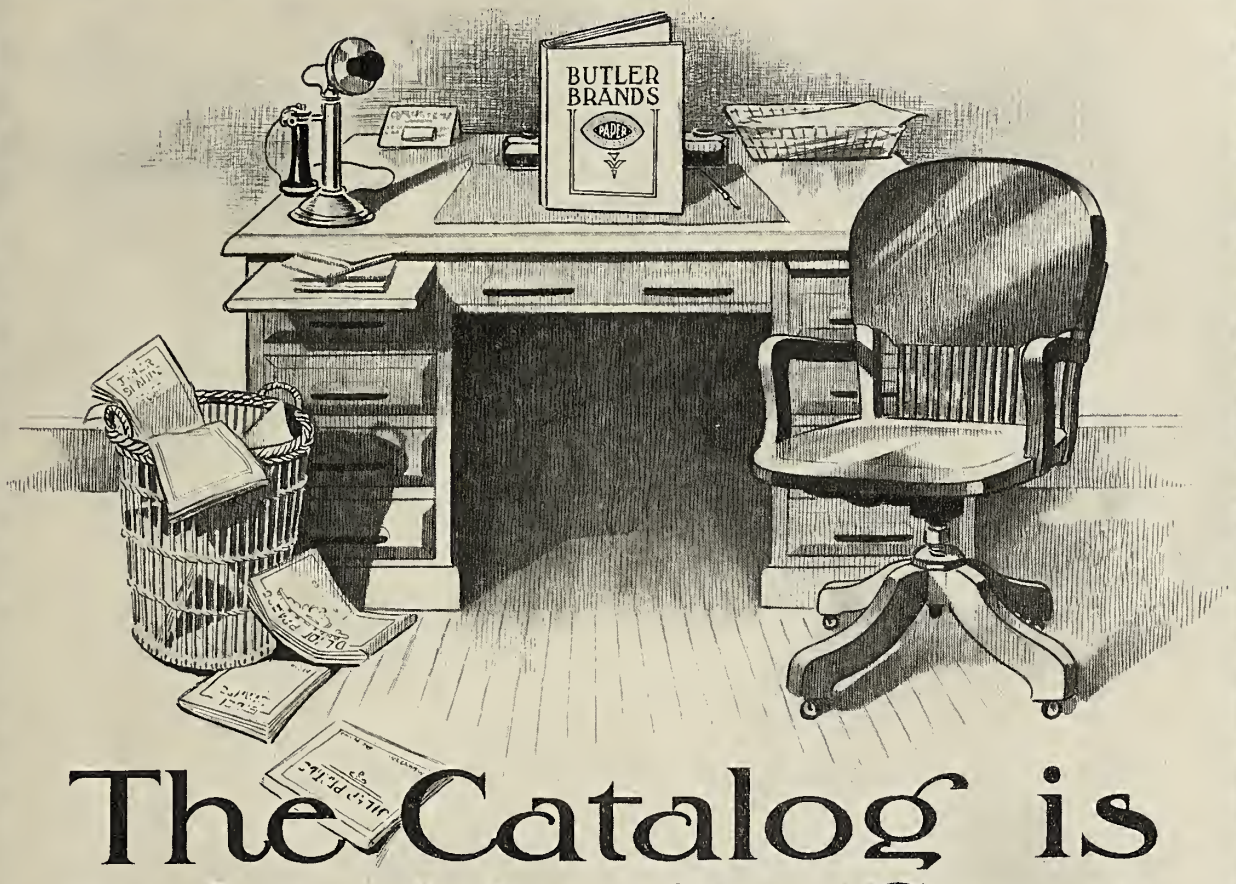
The Man Who Knows

Ullman's Inks
Usually knows enough
To buy them.
This advertisement
Is meant for those
Who need
Doubletone Inks and
Ullmanines,
But don't know it.

Sigmund Ullman Co.

NEW YORK
CHICAGO
PHILADELPHIA
CINCINNATI

BUTLER·BRANDS PAPER THE BEST



The Catalog is judged by its Cover.

The advertiser thoroughly appreciates this. He, therefore, judges the printer by his ability to produce new, striking and original covers.

Selecting paper for producing such covers is an easy task with our samples at hand. We offer a comprehensive assortment of staple and novel cover papers which, from the standpoint of practicability, is the most interesting at your command.

We can convince you, if you will write us, that J. W. BUTLER PAPER COMPANY should be the source of your cover paper supply.

ESTABLISHED 1844

J.W. BUTLER PAPER CO.

212-218 MONROE STREET

CHICAGO.

DISTRIBUTORS OF "BUTLER BRANDS"

Standard Paper Co. . . . . Milwaukee, Wis.	Mutual Paper Co. . . . . Seattle, Wash.
Benedict Paper Co. . . . . Kansas City, Mo.	American Type Founders Co. . . . . Spokane, Wash.
Southwestern Paper Co. . . . . Dallas, Texas	American Type Founders Co. . . . . Vancouver, B. C.
Southwestern Paper Co. . . . . Houston, Texas	National Paper & Type Co. (export only) New York City
Pacific Coast Paper Co. . . . . San Francisco, Cal.	National Paper & Type Co. . . . . City of Mexico, Mex.
Sierra Paper Co. . . . . Los Angeles, Cal.	National Paper & Type Co. . . . . City of Monterey, Mex.
Oakland Paper Co. . . . . Oakland, Cal.	National Paper & Type Co. . . . . Havana, Cuba

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Knowlton Brothers

Founded in 1808

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R. L. Greene Paper Co. . Providence, R. I.	Graham Paper Co. . . . . Nashville, Tenn.
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Donaldson Paper Co. . . Harrisburg, Pa.	Blake, Moffit & Towne . San Francisco, Cal.
R. P. Andrews Paper Co. Washington, D. C.	Blake, Moffit & Towne . . Los Angeles, Cal.
Richmond Paper Mfg. Co. . Richmond, Va.	Blake, McFall Co. . . . . Portland, Ore.
Union Paper & Twine Co. Cleveland, Ohio	American Paper Co. . . . . Seattle, Wash.
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Ask for Samples.

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Incorporated

WATERTOWN, N. Y., U. S. A.



A suggestion to PRINTERS and STATIONERS to prove appreciation of the high quality of

"Famed For Its Excellence"

BROTHER (WATERMARKED) JONATHAN BOND

¶ The next time you talk to a customer regarding Stationery, just show him a sheet of "BROTHER JONATHAN BOND"; ask him to ***write on it, tear it, crumple it,*** and note the satisfied expression on his face; he does not have to be a paper expert, or need a magnifying glass, or even vocal persuasion, to determine that "BROTHER JONATHAN BOND" is the finest paper in ***all respects*** for fine impressive business stationery.

¶ You know that it is inexpensive; that its recognized high quality will be maintained. You know, or will know after investigating, that we are offering you a splendid proposition and hope to have your co-operation. We recommend that you put in a supply of this paper if you haven't done so already. Samples, plain or demonstrative, will be gladly sent on request. We are here to serve you.

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J. W. BUTLER PAPER CO., CHICAGO

Established 1844

TRADE DIRECTORY FOR MACHINERY AND SUPPLIES PRINTERS, LITHOGRAPHERS, METAL DECORATORS

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THE FUCHS & LANG MFG. CO.....New York, Chicago, Phila., Boston

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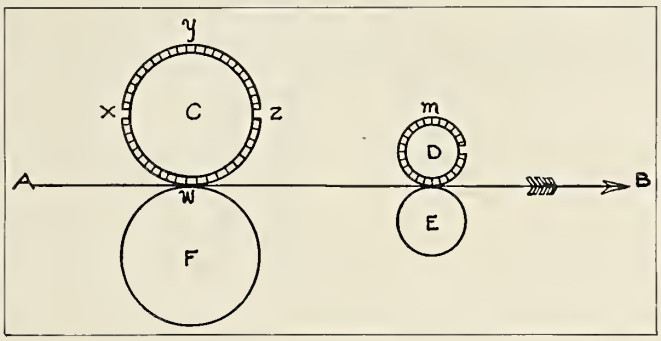
AN INVENTION THAT

Doubles the Product

OF NEWSPAPER ROTARY PRESSES, PLATE FOR PLATE

The Duplex Tubular-Plate Machine

The Principle Explained



It Is Exceedingly Simple

Let C represent the ordinary plate cylinder, about fifteen inches in diameter, in a rotary newspaper press, and F the impression cylinder co-acting therewith, and D, E, the corresponding plate and impression cylinders in the Duplex Tubular Plate Press, each being one-half the diameter of C and F. Let A-B represent a web of paper being printed upon, moving in the direction indicated by the arrow. Let x y z and x w z represent the two semi-cylindrical plates attached to the cylinder C, and m the tubular plate, of same superficial area as that of each of the semi-cylindrical plates, attached to the Cylinder D. It is evident that when the Cylinder C has revolved once the **two** plates upon it will have printed two pages, but in the same time the Cylinder D will have revolved twice and the **one** plate upon it will have printed two pages; that is, the one tubular plate, **revolving at the same peripheral speed,** will have produced **just double the work** of each of the semi-cylindrical plates.

This relation will be the same in any press carrying any number of plates. Each **tubular** plate is **printing all the time;** each **semi-cylindrical** plate is printing **only half the time** and, therefore, **doing only half the work.** It will thus be seen that the substitution of tubular or cylindrical plates for semi-cylindrical plates will **double the efficiency of the hundreds of thousands of newspaper stereotype plates in daily use throughout the world.**

Still further: Because of its form, the tubular plate may be made at least 25 per cent thinner than the semi-cylindrical plate and, therefore, it **much more than doubles the efficiency of every pound of stereotype metal** used in the newspaper offices of the world, or, in other words, **much less than one-half** of the amount now used will be necessary.

The Tubular-Plate Press is no untried experiment — is no enthusiast's impracticable dream. It is not a remote possibility. It is already here, and it is here to stay. It has been patented in all the principal countries of the world. The first one was put into operation in the pressroom of the Kalamazoo Evening Press in Kalamazoo, Mich., February 9, 1909, and has printed every issue of that paper from that date until now. Nearly twenty are now in daily use. The demand for it is already overtaxing the capacity of our large works and promises soon to be far beyond it.

Like all great inventions, that of the Tubular-Plate is in the direction of simplicity. The Tubular-Plate Press is **far more simple than its predecessors, less severe on the web, less liable to disorders and delays** and **much more cheaply operated.** It is **straight run throughout, tapeless, requires no half-speed mechanism** for any number of pages, **no collecting, no associating, delivers all products with book fold** and **at the same rate of speed,** will print with **equal facility any even number of pages** up to the full capacity of the machine. The plate cylinders, being comparatively small, are cast solid, and the impression cylinders nearly so, thus **insuring great rigidity.** As is well known, the smaller the cylinder the **sharper the impression** and the **better the print.** The plates for this press may be as **quickly made** as for any other press, and as **quickly put upon the cylinder,** and because of their form and comparative lightness, **are much more easily handled.**

If interested, investigate the press in operation. **It tells its own story.**

WRITE FOR ILLUSTRATIONS OF THE COMPLETE MACHINE

The Duplex Printing Press Co. Battle Creek, Michigan U. S. A.

LONDON ADDRESS: Linotype and Machinery Limited, 188 Fleet Street, E. C.

Reliable Printers' Rollers

Sam'l Bingham's Son Mfg. Co.

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316-318 South Canal Street

PITTSBURG
First Avenue and Ross Street

ST. LOUIS
514-516 Clark Avenue

KANSAS CITY
706 Baltimore Avenue

ATLANTA
52-54 So. Forsyth Street

INDIANAPOLIS
151-153 Kentucky Avenue

DALLAS
675 Elm Street

MILWAUKEE
133-135 Michigan Street

MINNEAPOLIS
719-721 Fourth St., So.

DES MOINES
609-611 Chestnut Street

THE BABCOCK PRINTING PRESS MANUFACTURING CO., NEW LONDON, CONNECTICUT
New York Office, 38 Park Row. John Haddon & Co. Agents, London. Miller & Richard, Canadian Agents, Toronto, Ontario.

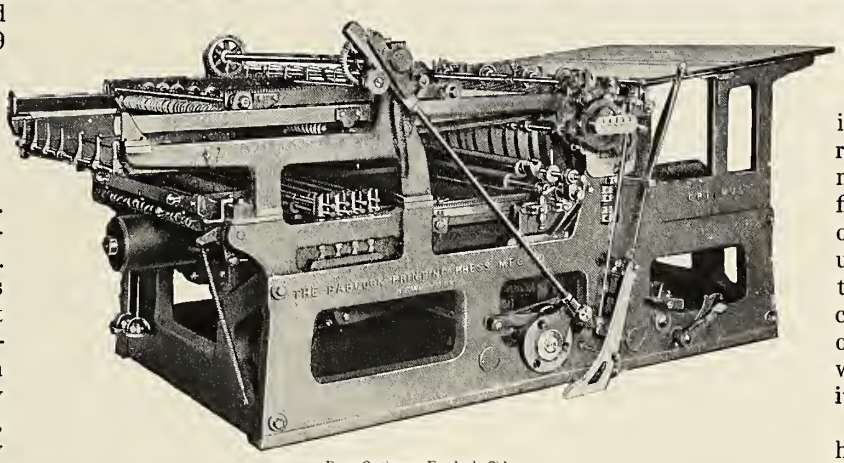
BARNHART BROS. & SPINDLER, WESTERN AGENTS, 183-187 MONROE STREET, CHICAGO
Great Western Type Foundry, Kansas City, Missouri; Great Western Type Foundry, Omaha, Nebraska; Minnesota Type Foundry Co., St. Paul, Minnesota; St. Louis Printers Supply Co., St. Louis, Missouri; Southern Printers Supply Co., Washington, District Columbia; The Barnhart Type Foundry Co., Dallas, Texas; National Paper & Type Co., City of Mexico, Vera Cruz, Monterrey, and Havana, Cuba. On the Pacific Coast—Pacific Printers Supply Company, Seattle, Wash.

Babcock Pony Optimus

Babcock Pony Optimus

"Our eight (Pony) Optimus presses are at times kept busy on tissue paper, which they usually handle at 1960 per hour. We replaced all other machines with yours."

There are two sizes of the Optimus Pony, and four of each are here referred to. They print 23 by 29 and 24 by 36 sheets, respectively. Their manufacture is specialized; the men and tools employed work on no other presses. This exclusiveness secures superior value. Excellence and fitness make them the most popular of pony two-revolutions. Though two-roller presses, they are capable of rivalling, and do successfully rival, much work done on heavier machines with so-called greater distribution.



Pony Optimus, Feeder's Side.

Practically the Pony Optimus is a big Optimus made small. There is the same simple and speedy ball and socket driving-mechanism—a perfect, rotary, primary motion, reversing the bed by a faultless crank action, and so precise in its operation that no Optimus possessing it has ever been out of register between bed and cylinder; the same relative strength under impression, making it positively the most rigid of small presses; the well-known and effective Optimus printed side up front sheet delivery, of especial value on small work, where sheets of any size or stock are handled without loss of time for readjustments, and as accurately jogged as in the original packages; the direct-acting eccentric cylinder lift, free from rods, springs and complications; air springs, with plungers readily adjusted without use of tool; back-up mechanism; trip, and an exceptionally neat and convenient arrangement for attaching electric motor.

The only notable difference from the big machines is in handling the ink on the table. Here there is plain angle-roller distribution, and nothing else is better on a small machine. The table rollers are small, and easily put in motion by the plate; the rider rollers with which they are provided prevent spinning, increase the inking surface and improve distribution. The vibrator on the three-inch form rollers is geared, and carries two composition riders when needed. For breaking, distributing and carrying ink this arrangement is particularly thorough and effective, and gives the Pony Optimus an inking capacity beyond the average. This, combined with its strength, is the reason why this small machine has printed as fine work as can be done on any press. Some users handsomely print two pages of a seven-column folio newspaper on the No. 4, which fact will give some idea of its rigidity.

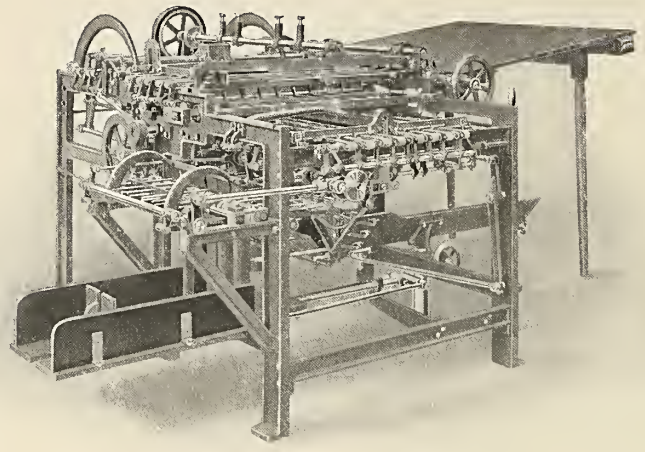
No. 3, bed 26 by 32, has two tracks, both of the roller type, and runs easily and quietly at 3000 an hour. No. 4, bed 27 by 39, has four tracks, two of the roller type and two wheel tracks, readily adjusted for taking up wear, and is guaranteed at 2800. Each is supplied with safety gripper mechanism; positive slider mechanism; back-up; trip; jogger; counter; slitter; overhead steam fixtures, or arranged for belt attached electric motor; one set composition rollers; one extra set roller stocks; wrenches; oil cans; hard packing; and is boxed and delivered f.o.b. cars at factory. Belts are not included, nor is any wiring done.

The Pony Optimus has been made and sold for nearly twenty years. The first of the line is still in active and profitable operation. The present press is a great advance on the first, and even better than that of a short time ago; for improvement has been continuous. Fast, strong, quiet, accurate in register, handy, it is the money-maker of the pressroom. It offers economy in production, as necessary in printing as in any other line of manufacture.

The Pony Optimus has demonstrated its worth. It is up to the minute. It does not give trouble, nor does it seem to wear out. Satisfaction in its use is not a matter merely promised; for if the machine is properly handled the satisfaction is guaranteed unhesitatingly.

Babcock Optimus Pony

SET IN AUTHORS ROMAN



Special Catalog Folder

Folds regular and oblong. Will fold 6, 8, 10, 12, 16, 24 and 32 pages in single sections or in gangs. Automatic Registers throughout.

Yes! It is to laugh at our imitators. The above machine is not a New Year's offering after many efforts to perfect something "every once in a while."

Yes! The above machine has been good enough to imitate, but the result has been a poor one.

Yes! The Special Catalog Folder of our construction is a folding machine.

Made by

Brown Folding Machine Company

Erie, Pennsylvania



The Ault & Wiborg Co.

MANUFACTURERS OF

LETTERPRESS AND LITHOGRAPHIC PRINTING INKS

CINCINNATI
NEW YORK
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HIC ET UBIQUE

ZINCOLOGY

"All about Zinc Plates"

That's what our booklet "ZINCOLOGY" tells

¶ It explains in detail the process of Printing from Zinc Plates, gives numerous useful formulas, etc.

¶ Write for a copy.

¶ We have recently installed a ZINC PLATE DEPARTMENT and are now ready to furnish the trade with Zinc Plates in any size and any style grain, at 15c. per square foot, grained.

THE AULT & WIBORG COMPANY

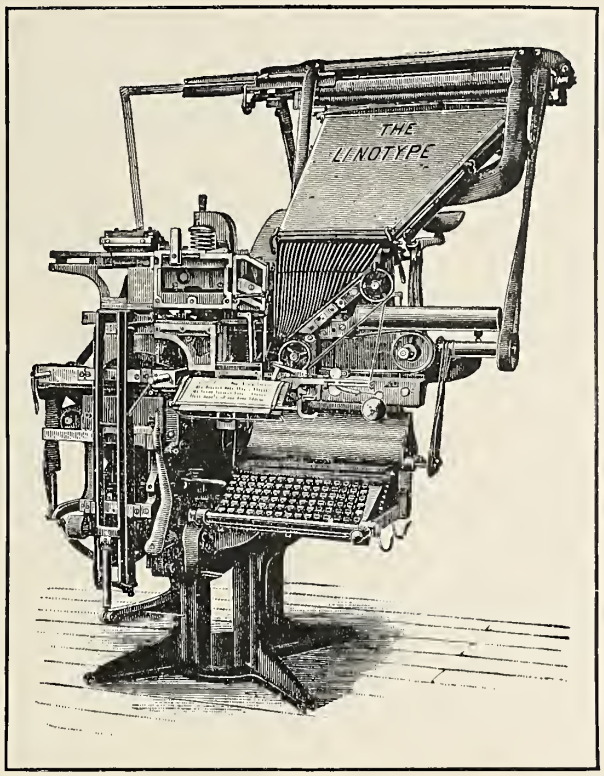
CINCINNATI, OHIO

New York ∴ Chicago ∴ St. Louis ∴ Buffalo ∴ Philadelphia
San Francisco ∴ Minneapolis ∴ Toronto, Canada ∴ Havana, Cuba
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ALL sizes of matrices from **5 pt.** to **11 pt.,** inclusive,

ALL sizes of bodies from **5 pt.** to **14 pt.,** inclusive,

ALL measures from **5 ems** Pica to **30 ems** Pica, inclusive,



Can be used in the

Two-Letter Rebuilt Model 1 Linotype Machines

SOLD BY THIS COMPANY

All machines rebuilt and sold by us are guaranteed to do as good and as much work as when new.

New matrices sent with all machines.

We use genuine Linotype parts purchased from the Mergenthaler Linotype Company in rebuilding machines.

All parts used are standard and can be duplicated from the Linotype Company.

Price, including one magazine, one font new 2-letter matrices, one set of spacebands and 2-letter U. A. mold, **$2,000.00.**

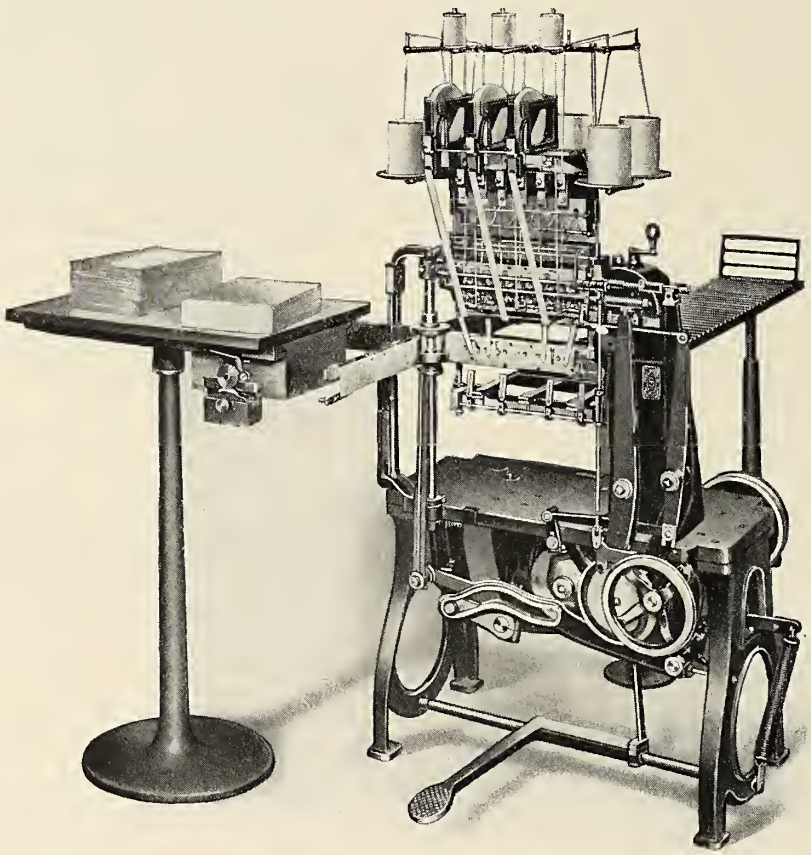
Machines ready to ship. Write for terms.

Gutenberg Machine Company

WILL S. MENAMIN,
President and General Manager

545-547-549 Wabash Ave., CHICAGO, ILL.

New Model No. 3 Smyth
Book-Sewing Machine



THE popular machine for edition work, catalogues, school books, pamphlets, etc. Performs several styles of sewing — will braid over tape, sew through tape with or without braiding, or sew without tape or twine. No preparation of the work necessary before sewing.

Its fine construction, interchangeable parts, simplicity and rapid operation, have made it the most popular machine for Bookbinders the world over.

Other sizes to suit every requirement.

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E. C. FULLER COMPANY

FISHER BUILDING, CHICAGO — 28 READE STREET, NEW YORK



You can Make Money with a Printograph

IF you knew how much money was being made every day in the United States by wise printers who are pushing the form letter game, you'd get into it, too. It takes less money to get going with the Printograph than one Gordon Press costs; and one Printograph with one girl or boy to operate it can net you from $20 to $40 a day and cost you nothing when it isn't working.

Form letter work brings other business, because the man who uses a lot of them has to use a lot of letter-heads, envelopes and all kinds of booklets, folders and catalogues.

We'll tell you how to get the Business and how to do it profitably

It's the easiest business on earth for a printer to get, because you establish a standard price of so much for the first thousand and so much for each additional thousand. You don't have to wear out shoe leather and pencils in "guessing contests"—usually spoken of as estimating. You hold the trade you get because every printer in your town isn't figuring against you.

With every Printograph we sell we give, free of charge, a full set of instructions as to how to get the business and how to do it. These instructions are prepared by a man who has had 15 years' experience in the form letter business and include copy for your own letters to get new customers; copy for letters to make your old customers bigger users of form letters, and complete technical instructions covering every point of the business.

Any girl or boy can do the work

Any girl who can learn to fold or any boy who can learn to feed can run a Printograph; can turn out real letters at the rate of 3,000 an hour at a cost of a few cents a thousand.

It takes about the same space and makes less noise than a typewriter. Can be operated by hand or from ordinary electric light fixture consuming about the same as a 32 C. P. light. No knowledge of typesetting is required; there is no make-ready necessary.

The Printograph operates on exactly the same principle as the typewriter, except that it writes a whole line at a time instead of one letter at a time.

20000 Real Letters A Day

It doesn't cost anywhere near as much for power or labor or expense as a "Gordon Press" does; you don't have to depend on professional feeders or compositors; you don't have to watch the color and you never have any trouble through your customers being unable to match the letter.

SOLD ON FREE TRIAL

We want to absolutely prove the value of a "Printograph" in your own office on your own work. Send us this coupon to-day.

U·S·PRINTOGRAPH CO·
1802 12TH STREET
LA CROSSE, WIS

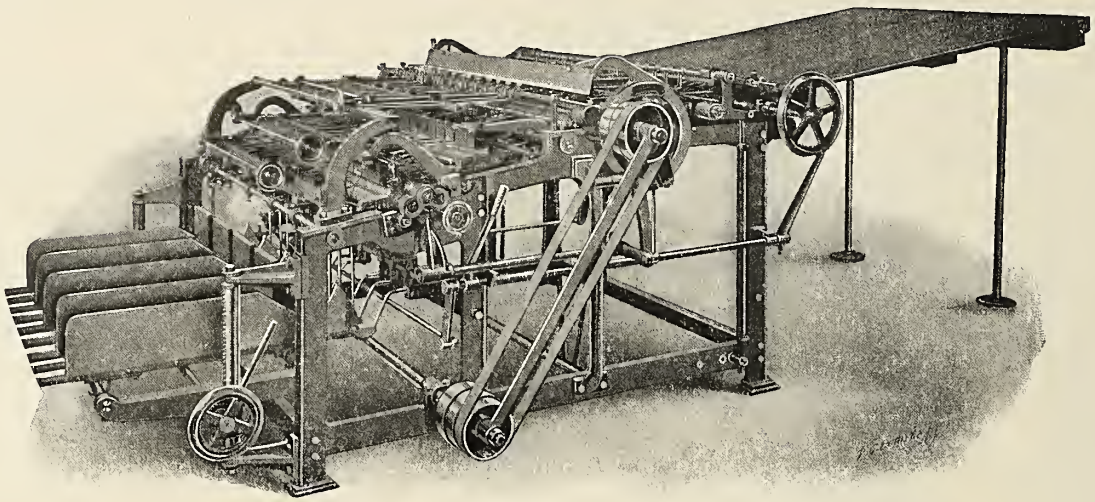
United States Printograph Company,
1802 12th Street, La Crosse, Wisconsin

Tell without cost or obligation all about the Printograph and how to make money with it. Also explain your FREE TRIAL OFFER.

*Name*_____

*Address*_____

THE CHAMBERS
Paper Folding Machines



Drop-roll Parallel Folder with Hand Feed Table

AUTOMATIC FEEDERS FURNISHED

Will deliver and pack a folded page as narrow as 2½ inches in 16s. Greatest width 6 inches.

Will fold 8s ranging in width from 3 to 12 inches.

Will deliver in long strips or cut into 2, 3 or 4 sections.

Sharp, accurate folding guaranteed.

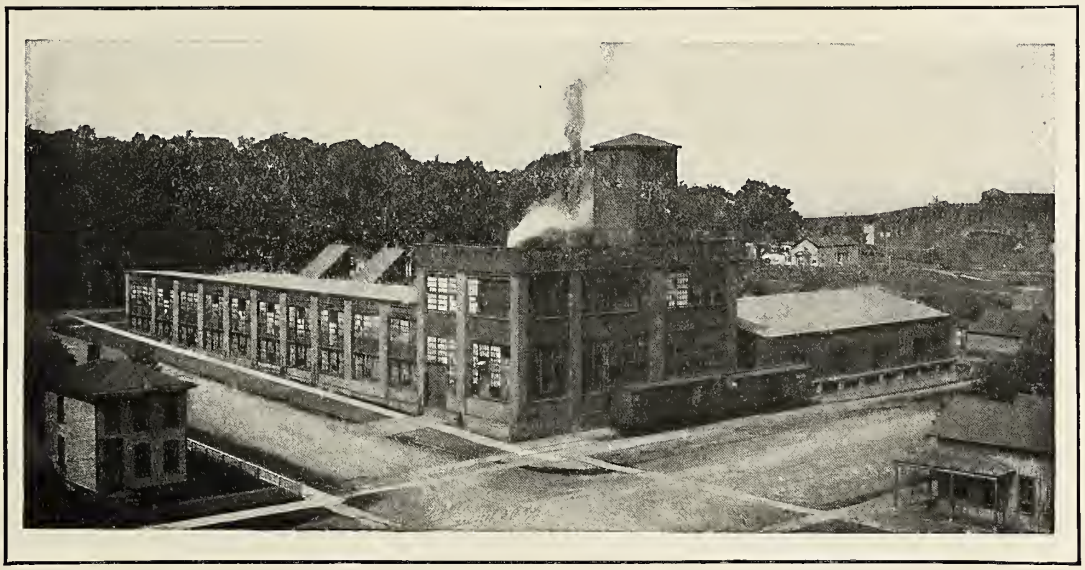
Chambers Brothers Co.

Fifty-second and Media Sts., Philadelphia, Pa.

Chicago Office : : : 524 West Jackson Boulevard

The Chinese Government

sent Dr. Chin Tao out last year to investigate the best machinery and appliances to equip the new plant China is just establishing at Peking for making her paper money. After an expert and careful comparison of the world's various makes, Oswego Cutting Machinery was selected in connection with other appliances. This appreciation of the conscientious effort of over a third of a century on cutting machines exclusively, nothing but cutting machines, constantly endeavoring to improve them (and succeeding), is a source of congratulation to Oswego Machine Works.



There are ninety sizes and styles of Oswego and Brown & Carver and Ontario Cutters made at Oswego as a specialty. Each Oswego-made Cutter, from the little sixteen-inch Oswego Bench up to the large seven-ton Brown & Carver Automatic Cutter, has at least three points of excellence on Oswego Cutters only.

It will give us pleasure to receive your request for our New Book No. 8, containing valuable information. Won't you give us that pleasure?

OSWEGO MACHINE WORKS

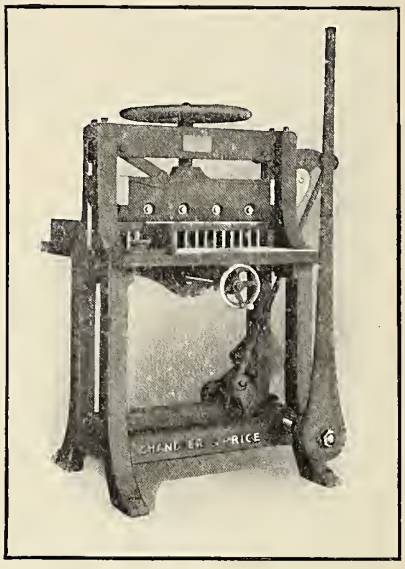
NIEL GRAY, JR., Proprietor

Main Office and Works, OSWEGO, N. Y.

NEW YORK BRANCH, 150 Nassau Street
W. S. TIMMIS, Manager

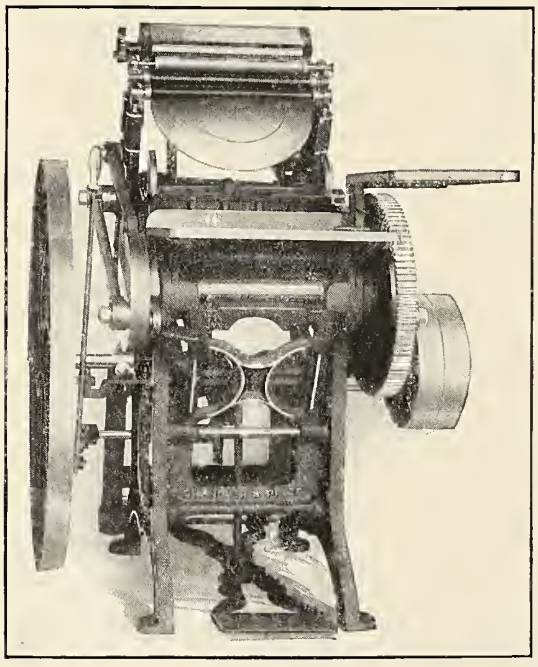
CHICAGO BRANCH, 241 Monadnock Block
J. M. IVES, Manager

Built for Business



ONE'S first impression of a Chandler & Price Paper Cutter, or a Chandler & Price Job Press is that they are built for business. Simple in appearance, without frills of any kind, they are substantial in design.

¶ In the case of the Lever Paper Cutter shown herewith, the Side Frames, the Bed and the Bottom Braces—all are heavy and reinforced, guaranteeing ample metal to withstand heavy cuts without springing.



¶ The purchaser of one of these cutters we know will be satisfied. Our reputation is back of every machine we manufacture.

¶ A new catalogue, which describes our Paper Cutters and Presses also, will be furnished upon request.

The Chandler & Price Co. CLEVELAND OHIO, U.S.A.

ESTABLISHED 1830



To the Trade:

We beg to announce a NEW

Coes · MICRO-GROUND · Knife

which we are selling as our "New Process" Knife. We have been supplying this knife in its improved form for over a year to our largest customers with the best results.

It is sold on our regular list *at no advance* in price.

Following our established habit of *raising quality* to the customer at no extra expense to him.

Same package. Same warrant. Ask us.

LORING COES & CO., Inc.
DEPARTMENT COES WRENCH CO.
WORCESTER, MASSACHUSETTS.

NEW YORK OFFICE — G. V. ALLEN, 21 Murray Street
Phone, 6366 Barclay

COES RECORDS

First to use Micrometer in Knife work	1890
First to absolutely refuse to join the Trust	1893
First to use special steels for paper work	1894
First to use a special package	1901
First to print and sell by a "printed in figures" Price-list	1904
First to make first-class Knives, *any kind*	1830 to 1905

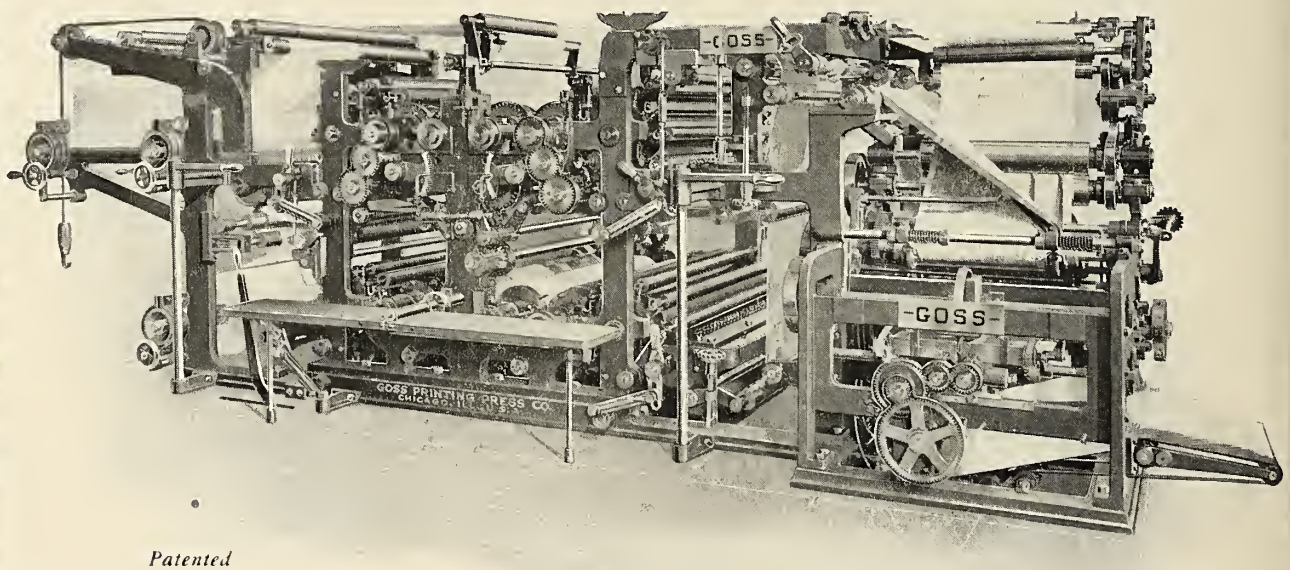
COES is Always Best!

GOSS

The "Goss Acme Straightline," No. 3 D

The GREATEST "Little Press" Ever Made.

The GOSS Company has again succeeded in helping the newspapers. Here is the press for the medium papers.
Just what they need and ought to have.



Patented

THE GOSS PATENTED "ACME STRAIGHTLINE"
TWO-DECK PRESS, No. 3 D.

Capacity—15,000 per Hour, 4, 6, 8, 10, 12, 14 or 16 page papers.

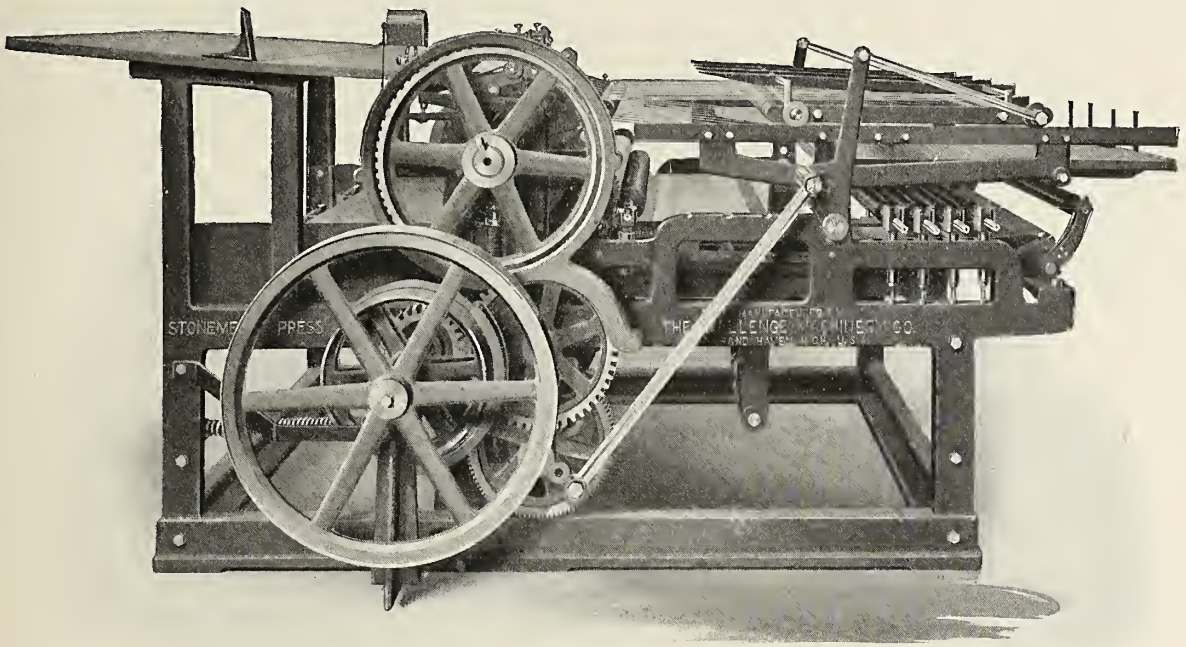
All products in book form. Prints from standard stereotype plates, same as used on all large presses. No web of paper passes twice through one pair printing cylinders. No product made with more than one two-page supplement sheet. No accelerating tapes for speeding-up the supplement pages after they are cut. This press has only four printing couples to accomplish what other presses require eight printing couples, or the wasting of two pages of white paper for each product.

PATENTED AND MANUFACTURED BY

THE GOSS PRINTING PRESS CO.

CHICAGO—Main Office and Factory, 16th Street and Ashland Ave. LONDON—90 Fleet Street.
NEW YORK CITY—Metropolitan Bldg., 1 Madison Avenue.

Stonemetz
Two-Revolution



Medium-Priced Efficiency

A FEW FACTS BOILED DOWN

Impressional Strength—The frame, bed and cylinder are heavy, well-supported and absolutely unyielding under the most severe impression strain. Weight has been placed wherever strength is a requisite and eliminated where weight reduction is essential.

Bed Motion—The bed is driven by a cut steel rack and reversed with a true crank motion. There are only two bearings between the bed and cylinder, which insures absolute unity of motion and—a perfect register. The vibration is slight, the movement free and easy.

Feed Guides—The feed guides move forward in perfect unison with the sheet after the grippers close, insuring perfect register at all speeds.

Ink Distribution—Rack and Cam and Table Distribution. Two three-inch form rollers clear the form at each end of stroke. Four two-inch distributing rollers, set parallel to the table, are vibrated in pairs. The fountain is easily accessible and can be adjusted while press is in motion.

Sheet Delivery—Printed-side-up (carrier) or printed-side-down (fly) delivery furnished at the option of the purchaser. Jogger is furnished with each press.

Conveniences—Trip, air-spring release, easily adjusted feed-guides, removable shoo-fly, convenient tympan clamp, reel rods, etc.

Sizes—No. 2, 25 x 33 inches; No. 3, 26 x 38 inches; No. 4, 29 x 42 inches.

HITHERTO purchasers of medium-priced printing-presses have been content with the drum cylinder—good enough for the money, it may be, but certainly not possessing the essentials necessary to the commercial production of that class of work styled "quality printing."

¶ The Stonemetz Two-Revolution, Two-Roller Cylinder Press is MEDIUM-PRICED, and differing from other medium-priced presses, it is EFFICIENT in every sense of the word—will produce the better class of printing. This is made possible only by the substitution of simplicity for complications in its design and construction—tried and proven mechanical principles, fully developed to a point hitherto seen only in what are known as the "high-priced" two-revolution presses.

¶ Rigid, unyielding impression, perfect register, splendid ink distribution and a guaranteed speed of two thousand impressions per hour are features that can not fail to favorably impress the prudent printer who is on the lookout for a reliable, medium-priced press.

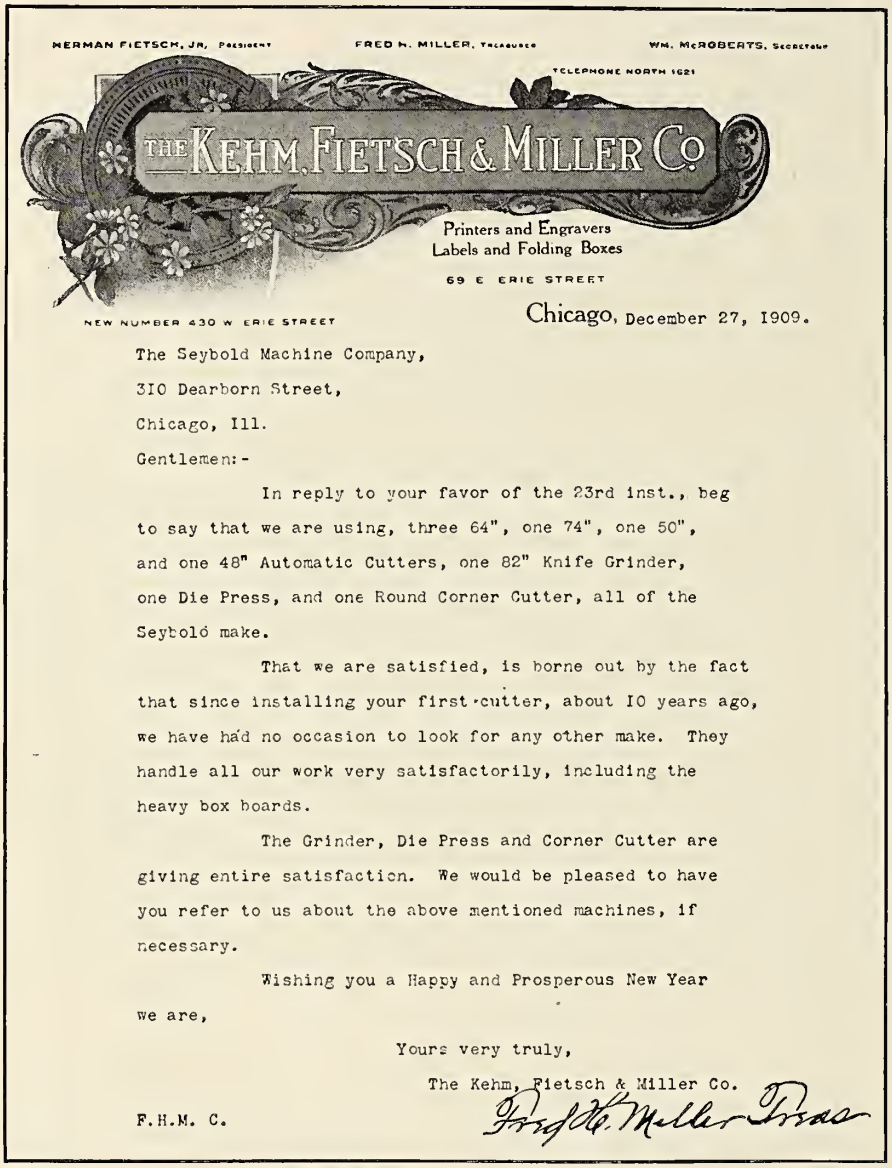
¶ Read over the adjoining table of specifications. Write us today for complete descriptive matter, terms, samples of work and testimonials from users. It is really your duty to investigate the Stonemetz.

The Challenge Machinery Company

Salesroom and Warehouse
194-196 Fifth Ave., Chicago

Grand Haven, Mich., U. S. A.

An abiding faith in Seybold Machinery



HERMAN FIETSCH, JR., President — FRED H. MILLER, Treasurer — WM. McROBERTS, Secretary

TELEPHONE NORTH 1621

THE KEHM, FIETSCH & MILLER CO.

Printers and Engravers
Labels and Folding Boxes

69 E ERIE STREET

NEW NUMBER 430 W ERIE STREET

Chicago, December 27, 1909.

The Seybold Machine Company,
310 Dearborn Street,
Chicago, Ill.

Gentlemen:-

In reply to your favor of the 23rd inst., beg to say that we are using, three 64", one 74", one 50", and one 48" Automatic Cutters, one 82" Knife Grinder, one Die Press, and one Round Corner Cutter, all of the Seybold make.

That we are satisfied, is borne out by the fact that since installing your first cutter, about 10 years ago, we have had no occasion to look for any other make. They handle all our work very satisfactorily, including the heavy box boards.

The Grinder, Die Press and Corner Cutter are giving entire satisfaction. We would be pleased to have you refer to us about the above mentioned machines, if necessary.

Wishing you a Happy and Prosperous New Year we are,

Yours very truly,

The Kehm, Fietsch & Miller Co.

F.H.M. C.

Fred H. Miller Treas

Mr. User:

In your opinion do you consider it possible to earn this *complete confidence*, unless the machines furnished were up to the required standard, met fully the tests, both ordinary and extreme, to which they were subjected, and that they were and are all we claimed for them—and unless contracts were properly and satisfactorily executed and promises fulfilled?

Let us remove every shred of doubt by sending our little booklet, "Testimony." It deals with facts.

In addition to many most desirable features for obtaining absolutely accurate work—facilitating and increasing output—the **20th Century Cutting Machine** has the *Seybold Patented Safety Locking Device*, which positively holds the knife at its highest point when the clutch is released—irrespective of any misadjustment that may prevail. No such device is to be found on Cutters of other makes.

THE SEYBOLD MACHINE CO.

Makers of Highest Grade Machinery for Bookbinders, Printers, Lithographers, Paper Mills, Paper Houses, Paper-Box Makers, etc.

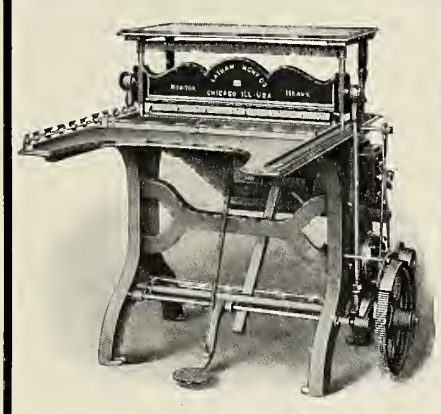
Embracing—Cutting Machines, in a great variety of styles and sizes, Book Trimmers, Die-Cutting Presses, Rotary Board Cutters, Table Shears, Corner Cutters, Knife Grinders, Book Compressors, Book Smashers, Standing Presses, Backing Machines, Bench Stampers; a complete line of Embossing Machines equipped with and without mechanical Inking and Feeding devices.

Home Office and Factory, DAYTON, OHIO, U.S.A.

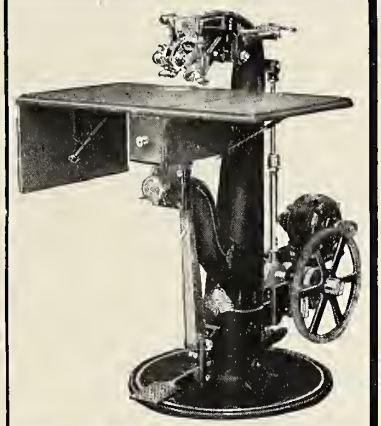
BRANCHES: NEW YORK, 70 Duane Street; CHICAGO, 310 Dearborn Street.
AGENCIES: J. H. SCHROETER & BRO., Atlanta, Ga.; J. L. MORRISON CO., Toronto, Ont.; TORONTO TYPE FOUNDRY CO., LTD., Winnipeg, Man.; KEYSTONE TYPE FOUNDRY OF CALIFORNIA, 638 Mission Street, San Francisco, Cal.

Latham MONITOR Machines

Our Perforators have specially hardened steel die plates, inserted in a heavy bed plate, and steel-tempered, hand-made needles, which are in perfect line with the center of the side rods. A direct drive insures perfect register and a clean-cut hole. Foot or power—20 to 30 inches.



Monitor Power Perforator



Monitor Paging and Numbering Machine

Our Paging and Numbering Machine is built for speed, convenience and perfect work, with dustproof heads and an inking arm which is rigid, thus insuring a perfect distribution of ink. Fewest springs. Cone bearings and lever movement take up all lost motion. Foot or power.

EVERYTHING FOR THE UP-TO-DATE BINDERY
Wire Stitchers—Punches—Embossers—Standing Presses

LATHAM MACHINERY CO.

CHICAGO, 306-312 Canal St.
BOSTON, 220 Devonshire St.
NEW YORK, . . . 8 Reade St.

Electros from Halftones

FOR the past year we have been showing by actual demonstration that we have something new in electrotyping—that our electros from halftones are as sharp and deep as the halftones—that our electros of catalog pages containing halftones will print as well as to insert the original cuts in the plates.

These demonstrations have secured for us the accounts of some of the best printers in the U. S. The way we do it is by a method of our own, evolved by us, and used exclusively by us. Let us show you that the best electrotypes the world has ever seen are made by the

GLOBE ENGRAVING & ELECTROTYPE COMPANY

407-427 Dearborn St. **CHICAGO**

The Evidence is Yours for the Asking

We also make designs, drawings, halftones, zinc etchings, wood and wax engravings, but—we do no printing.



CINCINNATI CHICAGO BOSTON PHILADELPHIA
KANSAS CITY, MO. MINNEAPOLIS

The Printing Trade

can profitably utilize some of the prestige which Old Hampshire Bond has gained through our publicity advertising work.

By merely calling the attention of your customer to

OLD HAMPSHIRE BOND

"LOOK FOR THE WATER-MARK"

when you receive an order for business stationery, you will find that you are mentioning "the paper your customers know."

We have given active and helpful co-operation to a large number of printers; perhaps we can help you, if you will write us.

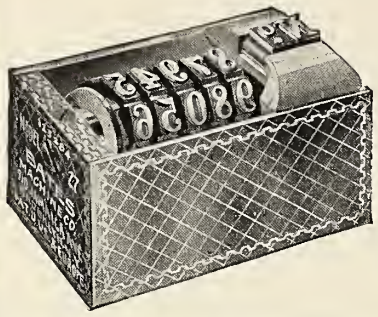
Hampshire Paper Company

We are the only paper makers in the world making Bond Paper exclusively

South Hadley Falls, Mass.



Let Others Tell The Story



WHEN you buy Numbering Machines you want the best, of course. You simply cannot afford to take any chances with inferior machines. One mistake—a single slip—may mean the spoiling of an entire job and a loss of many dollars to you.

But how are you to determine which is the best machine with half a dozen or more concerns asking you to buy. There are two ways, first—by trying out all of the machines, a rather expensive method; second—profiting by the experience of others. Just read below what some of the biggest users of numbering machines in the country have to say about the subject, then write us for a free copy of our new book on Typographic Numbering, Dating, Perforating and Scoring Machines. This book is the most complete of its kind ever published and will give you a lot of information and data that we know will interest you.

Write us to-day.

MODEL 27A

here shown, is type-high and designed to be locked in the chase with the form or used separately to print numbers only. It is simply constructed—nothing to get out of gear—yet built to stand the hardest use you can put it to. The frame is made of a tough nickel-bronze metal that possesses extraordinary durability. The working parts are made of a highly tempered carbon steel. The figures engraved on best-quality steel wheels are practically indestructible. The machine is automatic and numbers from 1 to 99,999 consecutively. Size 1½x15/16 inches. Price, $8.00.

"Your-Money-Back-If-You-Want-It"

We have been using your Typographic Numbering Machines for several years, and the fact that we have constantly increased the number in use to such an extent that we are perhaps one of the most extensive users of Typographic Numbering Machines in the world, is sufficient evidence of the satisfactory service your machines have given.

We are pleased with the machines built to order for us, and find they are satisfactory in accomplishing the work for which they are designed.

Niagara Falls, N. Y. Yours very truly,

The Carter-Crume Company, Ltd.

We have a number of your Typographic Numbering Machines in constant use and they are giving the best of satisfaction. We consider your machines superior to those of any of your competitors and we know whereof we speak, as we have tried them all very thoroughly. For our work we would rather have one Bates than five of any of the others.

Philadelphia, Pa. Yours very truly,

J. C. Early

In connection with your Typographic Numbering Machines, we take pleasure in advising that these machines have been very satisfactory and have caused practically no trouble whatever.

We have used various Numbering Machines made by competitors but they have caused considerable trouble and annoyance and we were compelled to discard them.

Our several experiences with other machines forced us to decide that the Bates was the most satisfactory machine for our purpose.

Chicago Ill. Yours very truly,

International Tag Company.

A large number of Typographic Numbering Machines of your make have been in constant use in our plant here for a number of years and have given entire satisfaction in every particular.

We have experimented at different times with machines of other manufacturers and they have not come up to our requirements.

We consider your machines superior in every respect to all others and we would not think of using any other than the Bates.

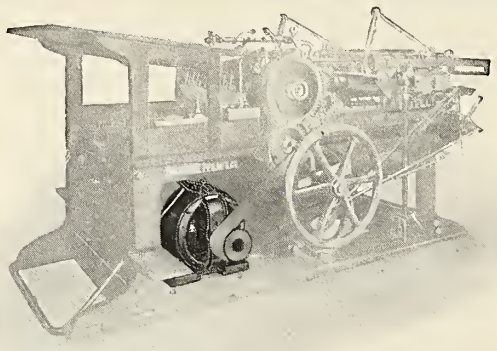
Philadelphia, Pa. Yours very truly,

E. C. Fell Manufacturing Co.

The Bates Machine Company

696-710 Jamaica Avenue BROOKLYN, N. Y.

Equal to a Cost System for Saving Money



You will save money by installing Individual Motor Drive in your plant.

This system cuts down operating expenses. We are experts in this work and build printing-press motors that are highly efficient and reliable.

WRITE FOR OUR PRINTERS' GUIDE.

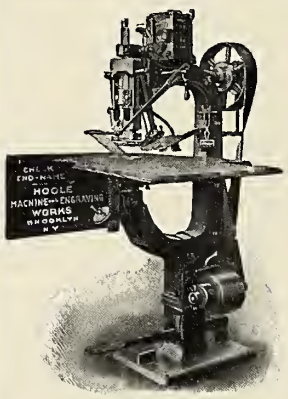
THE TRIUMPH ELECTRIC CO.

CINCINNATI, OHIO

HOOLE MACHINE & ENGRAVING WORKS

29-33 Prospect Street 111 Washington Street

BROOKLYN, N. Y.



"Hoole" Check End-Name Printing Machine

A Job of 500 End-Names can be set up and run off on the "HOOLE" Check End-Name Printing Machine at a cost of nine cents, and the work will equal that of the printing-press. Let us refer you to concerns who are getting the above results.

Manufacturers of

End-Name, Numbering, Paging and Bookbinders' Machinery and Finishing Tools of all kinds.

Strathmore Talks

[No. 10]

¶ How many times have you had an engraved-appearing card handed you and then immediately, either consciously or not, rubbed your thumb over it to find if you were being bluffed? How many times have you done it?

¶ Did you ever think that this bluffing business was attempted in advertising literature and stationery? And don't you know when the bluff is called that the fellow who does the calling doesn't think as much of the goods as he did before?

¶ It doesn't pay to try to bluff or use the "Just as good" in advertising. If you use good paper there is no come-back. Your printing shows you are sincere and your goods will get the benefit of it.

¶ The "STRATHMORE QUALITY" Writing, Book and Cover Papers are the stocks we have in mind. They are the stocks that put the printer in right with his customer and the customer with his customer. And there's bigger money in it for both.

STRATHMORE PARCHMENT for Stationery.

Strathmore Japan	Old Stratford Parchment Cover
Alexandra Japan	Old Cloister Cover
Old Stratford Book	Rhododendron Cover
Strathmore Deckle Edge	Rhododendron Folding Bristols

See the "STRATHMORE QUALITY" Books.

MITTINEAGUE PAPER COMPANY

The "STRATHMORE QUALITY" Mills

MITTINEAGUE, MASS., U.S.A.

Hamilton's MODERNIZED COMPOSING-ROOM FURNITURE

has revolutionized thousands of composing-rooms and helped to put those establishments on a profit-earning basis. There yet exists several other thousands of printing establishments equipped with antiquated furniture. To the proprietor of every such office we want to put this question:

What would a saving of 40 per cent in floor space and a large saving in labor mean to you?

If you doubt that such remarkable results can be accomplished, read the testimonial on this page and many others we have shown, and be convinced that this is a vital question pertaining to YOUR business.



THE HAMILTON MANUFACTURING COMPANY:

Gentlemen,—Since installing your new Stands, Stone, Tables and Sort and Galley Cabinets, we find they are great labor-savers, being so built that employees do not conflict with each other at any time. Then, too, they are compact, saving about 40 per cent space, which is an item in all large composing-rooms.

The Stands are as near dustproof as can possibly be made, and are, therefore, protectors of the delicate face of the types to a great extent.

Being well built and neat in appearance, they are a big improvement over the old-style composing-room furniture.

Very truly, ***GEO. E. GEISTWEIT, Supt. Composing-room, WM. GREEN, NEW YORK CITY.***

A word to us or to your nearest supply house will bring an expert to your establishment who will show you what can be accomplished in YOUR plant. It will be up to us to show you possible results.

If you are interested in this vital question of composing-room equipment, send for a copy of "Composing-room Economy." It shows the floor plans and tells graphically of the results accomplished in more than thirty representative plants.

We are interested in the question of Modernized Furniture and we would like to have your representative show us a floor plan of our composing-room as you would rearrange it, with a view to our installing such furniture as you can show us would soon be paid for in the saving accomplished.

Name .....

Street and No. .....

City ..... State .....

Have you a copy of "Composing-room Economy"? .....

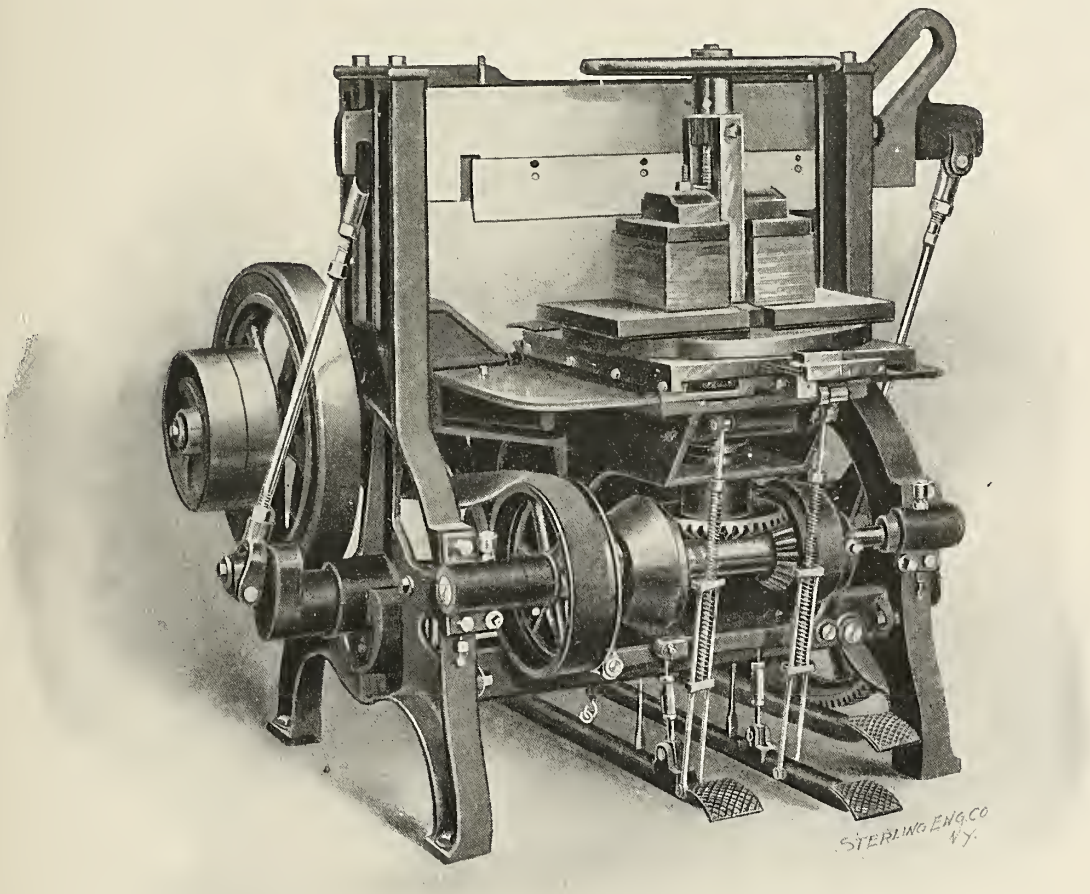
THE HAMILTON MFG. CO.

Main Office and Factories . . TWO RIVERS, WIS.
Eastern Office and Warehouse . . RAHWAY, N. J.

ALL PROMINENT DEALERS SELL HAMILTON GOODS

A VALUABLE LINE GAUGE, graduated by picas and nonpareils, mailed free to every inquiring printer.

SHERIDAN'S AUTOMATIC CLAMP BOOK TRIMMER



Write for Particulars, Prices and Terms

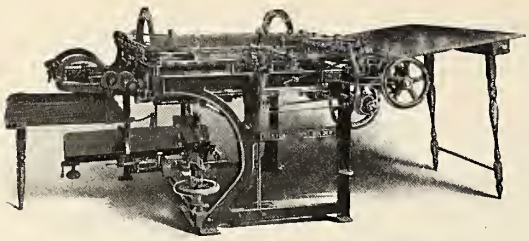
T. W. & C. B. SHERIDAN CO.

Manufacturers of Paper Cutters, Book Trimmers, Die Presses, Embossers, Smashers, Inkers, and a Complete Line of Printers' and Bookbinders' Machinery

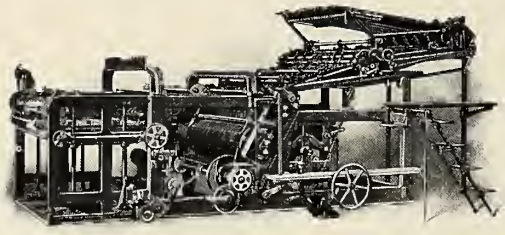
NEW YORK . . . . . 56 Duane Street
CHICAGO . . . . . 149 Franklin Street
LONDON . . . . . 65-69 Mount Pleasant

Selling Agents for Martini and National Book-sewing Machines
Parkside Casing-in Machine

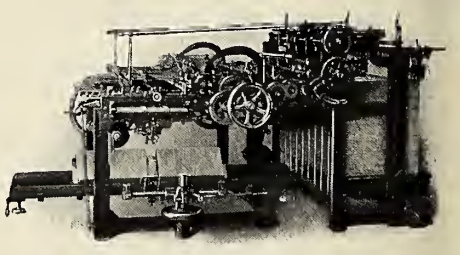
Write for Circulars and Descriptive Matter



Our new Jobbing Folder No. 190. Fills the bill for over 75% of all jobbing folding.



Sheet-feed Rotary press with Cross Feeder. Feeding guaranteed up to 3000 per hour.



Double 16 Folder and Dexter-Feeder. The standard machine for ordinary book work.

Dexter Folder Company

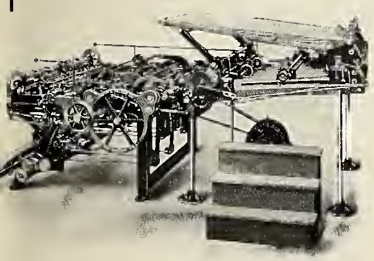
New York
Chicago
Philadelphia
Boston
Buffalo
San Francisco

Southern Agents: Dodson Printers Supply Co., Atlanta, Ga.

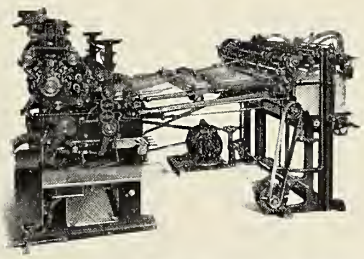
London *Paris* *Cape Town* *Melbourne* *Buenos Aires*

From Corner to Corner

Modernize and Standardize your plant with Dexter and Cross machines and climb the stairs of success. Dexter Folders and Cutters and Cross and Dexter Feeders are daily feeding, folding and cutting millions of sheets in the best equipped plants all over the world. You will get better work and more of it. Dexter machines are an insurance against loss of product, and assurance of better profits. The service is unapproached.

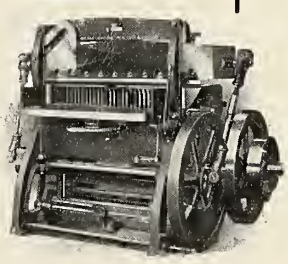


Quadruple Folder and Cross Feeder. The money maker on long run work.



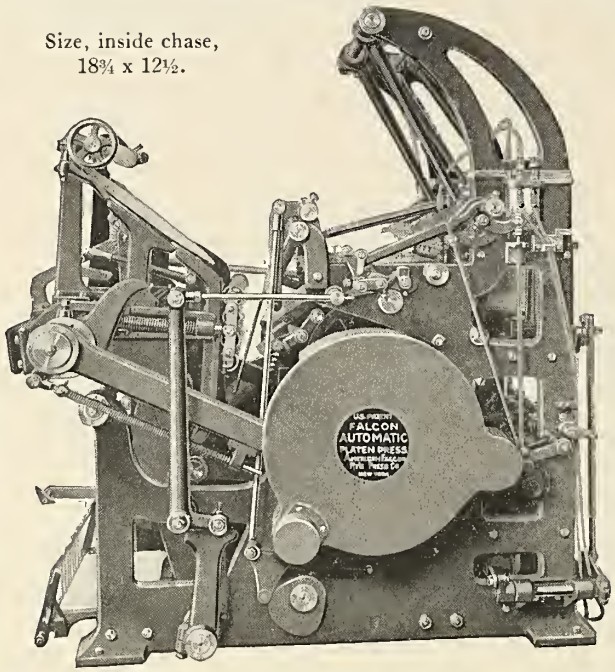
Offset Press with Dexter Feeder. Feeding from 3,000 to 5,000 per hour according to register desired.

Dexter Cutters. The strongest, simplest and most efficient cutter.



THE PAYROLL PAYS FOR THE **Falcon Automatic Platen Press**

Size, inside chase, 18¾ x 12½.



Will automatically feed, print and deliver any weight of stock from onion-skin to cardboard.

Saves wages, power, floor space and spoilage.
Feeds from the top of the pile.
Speed up to 3,500 per hour.
Prints from flat forms.
No expert required.
Absolute register.

The Falcon Automatic Platen Press will do the work of from three to four ordinary hand-fed platen presses, do it better and pay for itself in a short time out of the saving in feeders' wages alone. It is sold with our guarantee to do exactly what we claim for it.

Write for further particulars and testimonials.

Auto Falcon & Waite Die Press Co., Ltd. RAND-McNALLY BUILDING, 160 ADAMS ST. CHICAGO, ILLINOIS

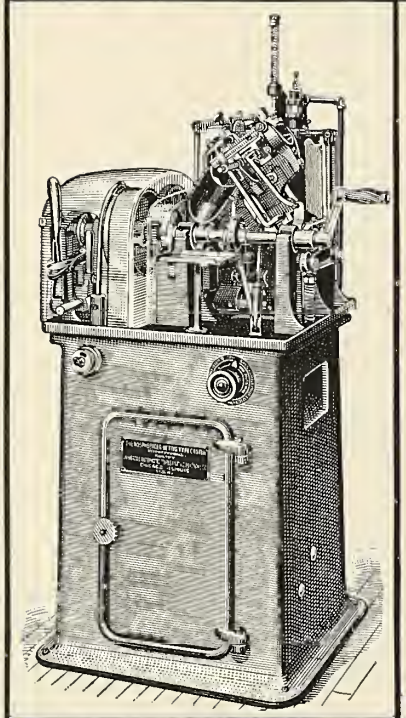
SUCCESSORS TO AMERICAN FALCON PRINTING PRESS CO.

Eastern Selling Agent
S. P. PALMER - - - - - - 346 Broadway, NEW YORK

FACTORY AT DOVER, N. H.

Pacific Coast Agents
GEO. RICE & SONS, 350 Los Angeles St., LOS ANGELES, CAL.

WHAT IS A REAL SORT CASTER



The Nuernberger-Rettig—Why?

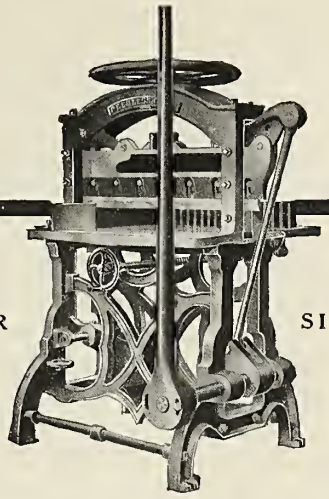
Because—All type cast is uniform in Height, Line and Body, and can be used as Sorts regardless of when it was cast.

WHAT WE CLAIM WE DO

CAST SOLID { **TYPE, SPACES, QUADS, LEADS, SLUGS, LOGOS, BORDERS, QUOTATION QUADS.**

ENDORSED BY MERGENTHALER LINOTYPE COMPANY

UNIVERSAL AUTOMATIC TYPE-CASTING MACHINE COMPANY
321-323 NORTH SHELDON STREET - CHICAGO



FOUR SIZES

THE PEERLESS-GEM LEVER PAPER CUTTERS

are manufactured from the very best metals and built by thoroughly efficient labor; nothing overlooked in their construction to carry out the long-established principle of creating a cutter for the printer, having as an object longevity of service and perfect operation.

We do not take a back seat for any competitor when it comes to *Quality* and *Service*.

The very fact that present users reorder, and will have no other, is conclusive evidence of the satisfaction to be had in the use of our PEERLESS-GEM CUTTERS.

An interesting illustrated catalogue will be promptly mailed upon request.

FOR SALE BY THE PRINCIPAL DEALERS IN THE UNITED STATES.

PEERLESS PRINTING PRESS CO., THE CRANSTON WORKS, 70 Jackson Street, PALMYRA, N. Y., U. S. A.

Largest Manufacturers of BOXBOARD in the World

UNITED
REGISTERED TRADE MARK

The use of **United Products** The Only Way

United Boxboard Company

General Offices, 200 Fifth Ave., New York

CLAY COATED LITHOGRAPH BLANKS AND BOXBOARDS

OF EVERY DESCRIPTION

ALSO

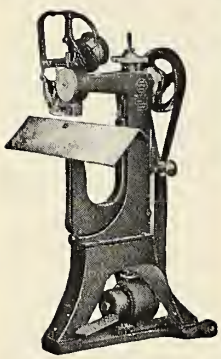
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EXCLUSIVE SALES OFFICES AND WAREHOUSES

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Boston Wire Stitcher



Think It Over!

Nearly 2,000 prominent printers and binders have bought Boston Wire Stitchers during the past six years; not on our say so that Bostons are the most efficient, but because experience with them or investigation among users have proven Bostons to be the Wire Stitchers that yield the most profit. Why not make your bindery more profitable by using a BOSTON?

American Type Founders Co.

General Selling Agent

Good materials are a big essential to an efficient art department. And the first important requisite among good materials is the use of the best Drawing Papers and Boards.

Strathmore

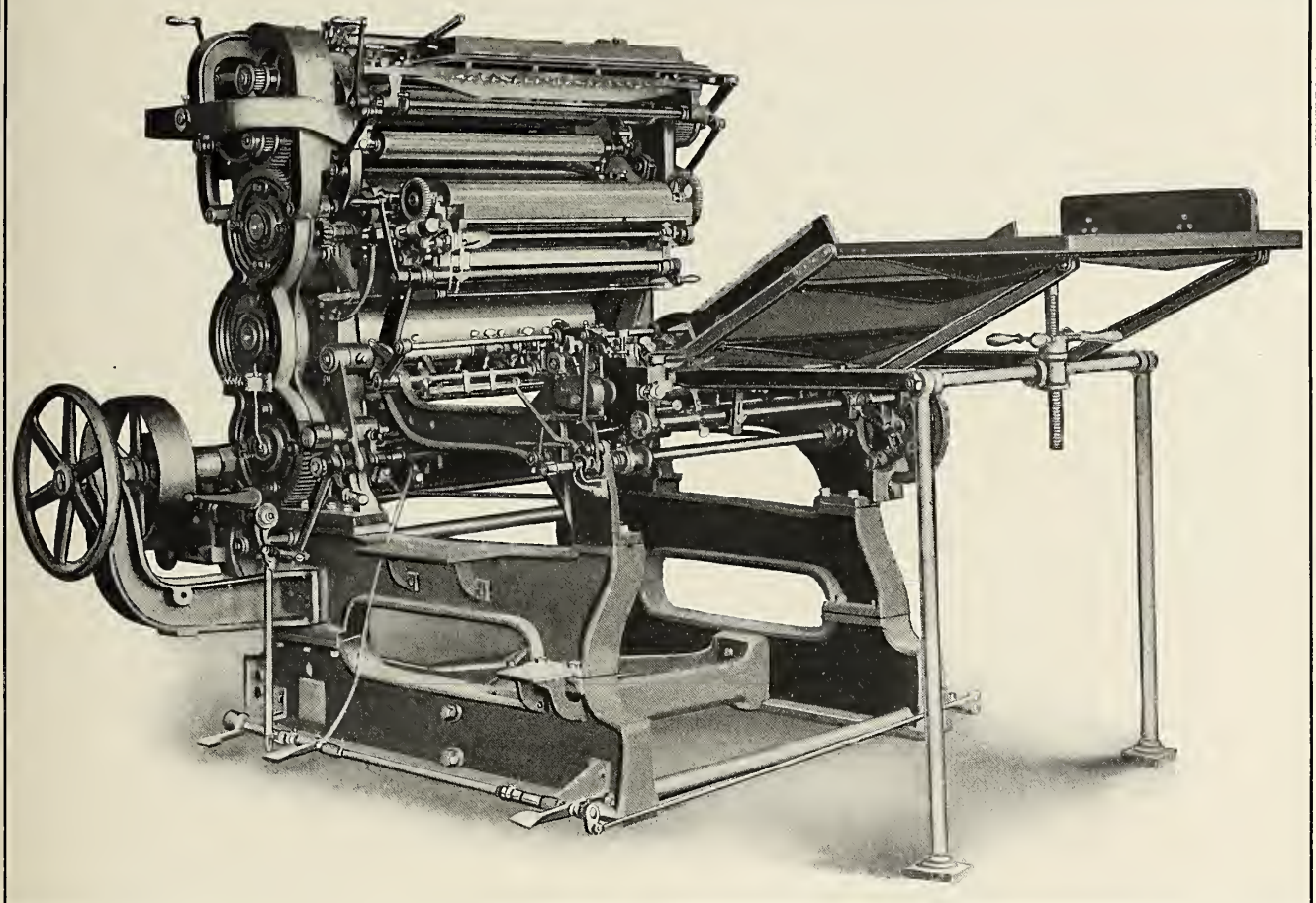
Drawing Papers and Boards

because of their perfect working surfaces, keep the artist's mind concentrated on the work in hand and not divided between that work and the work of overcoming the imperfections in an inferior surface. From the amount of time saved in this way, you'll find Strathmore a real money-saver — and from the difference in the quality of your art department's work, an actual money-maker for you. In other words, it gives the same tone to your art department, as our Strathmore Parchment, the finest bond paper known, gives to your business department. Your dealer has the sample-book — or write us for it.

MITTINEAGUE PAPER COMPANY

"Strathmore Quality" Mills

MITTINEAGUE, MASS., U. S. A.



THE PRINTER'S DICTIONARY—*Continued.*

IMPRESSIONS . An uncertain condition of the human mind, very likely due to the approach of Halley's comet. Lithographically speaking, that result of a printing-machine which materially affects the bank account — many impressions resulting in much money.

JUSTICE..... An inhabitant of the rural sections whose uneasy self-importance results in the downfall of the motorist who exceeds a speed of fifty miles an hour. When applied to a printing-office, the condition of mind which influences you to buy the speediest offset press on the market — THE HARRIS.

KICK..... One of the weapons of warfare successfully handled by a mule with an unruly disposition. A foreign word to the owner of a Harris Offset Press.

LAKE..... Place of refuge largely sought after by the man who buys his first offset press, unless the Harris is ordered.

MONEY..... A coveted commodity with which a printer will be bountifully supplied if he will but discard methods of manufacturing his product used twenty years ago and adopt present and future day principles in his plant by the purchase of a Harris Offset Press.

NOW..... The psychological moment when you should get busy with your stenographer and write us a letter asking for full information regarding the Harris Automatic Rotary Offset Lithograph Press, and its adaptability to your particular business. You will not be committing yourself in any way by so doing. We will deem it a pleasure to have you write us. NOW is the time to act.

(To be continued)

THE HARRIS AUTOMATIC PRESS CO.

CHICAGO OFFICE
Manhattan Building

FACTORY
NILES, OHIO

NEW YORK OFFICE
1579 Fulton
Hudson Terminal Building

Gilbert, Harris & Company

OWNERS AND LICENSORS

WHEN PROPERLY USED

PATENT METALLIC OVERLAYS

THEY ARE THE GREATEST LABOR SAVER OF MODERN TIMES

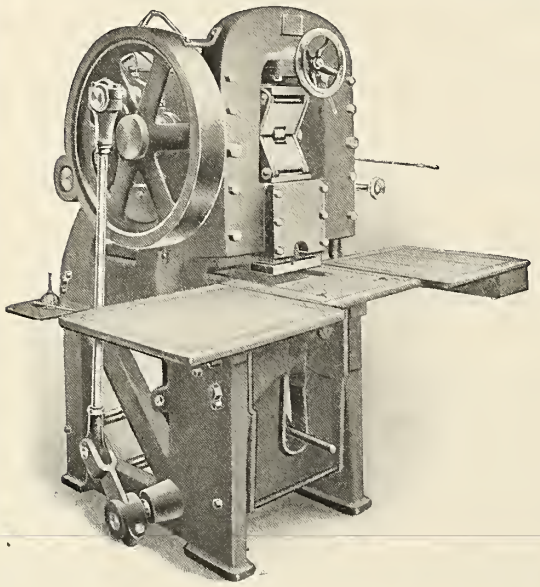
158-164 E. Harrison St.

CHICAGO.

This identical cut has been run 13 successive issues of "The Inland Printer" (200,000) with a Patent Metallic Overlay.

Compare with previous issues for condition of cut.

The Carver Automatic Die Press



IS unexcelled for quantity or quality of production, economy of operation, adaptability for variety of work, and longevity of service. Will stamp in the center of 18 x 20 inch sheet. A hair-line register is guaranteed. From 30 to 60 lbs. wiping paper practical for such purpose is used. The simplicity of our ink mixing and grinding fountain makes it the easiest and quickest for cleaning and changing colors. The rollers run at different speeds, giving a grinding or scraping action.

NOTICE.—*This* feature is protected by patents.

We make the following sizes:
4½ x 9, 3½ x 8, 2½ x 8, 2½ x 4 inches.

C. R. Carver Company

N. W. Cor. Twentieth and Clearfield Streets
PHILADELPHIA, PA.

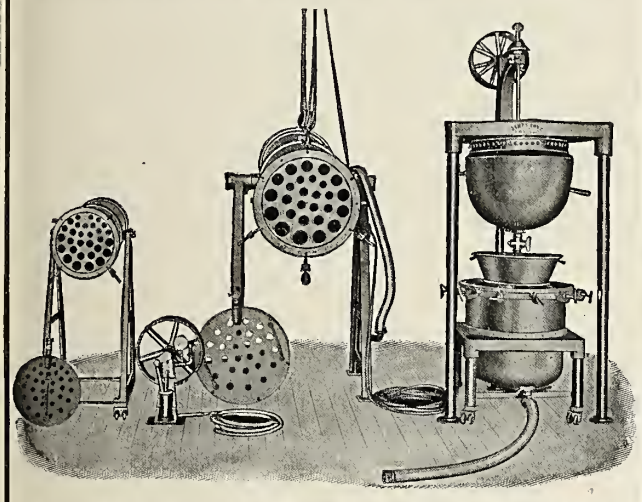
CANADIAN AGENTS:
MILLER & RICHARD, Toronto and Winnipeg.

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PARSONS TRADING CO., Sydney, Mexico City and New York.

Full Equipments of the Latest and Most Improved

ROLLER-MAKING MACHINERY FURNISHED

ESTIMATES FOR LARGE OR SMALL OUTFITS



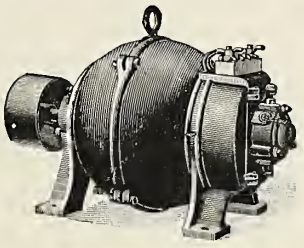
A MODERN OUTFIT FOR LARGE PRINTERS

JAMES ROWE

241-247 South Jefferson St., CHICAGO, ILL.

LINOTYPE & MACHINERY COMPANY, Ltd., European Agents,
189 FLEET STREET, LONDON, ENGLAND

SPRAGUE ELECTRIC MOTORS



THE MOTORS THAT PRINTERS USE

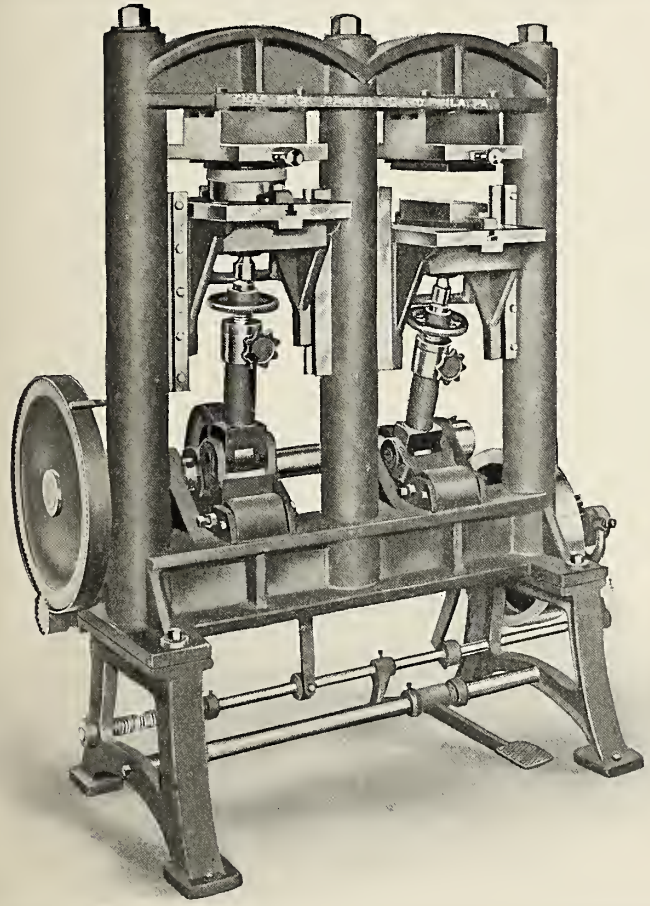
for all kinds of service, light and heavy, in the print-shop. Being specially adapted to this class of work, they are used extensively to reduce the cost of power and to increase the efficiency of the plant. They are non-sparking, reliable, safe and easy to operate. Tell us what presses and other machines you use and let us show you what we can do for you.

Our handsome 74-page Bulletin, No. 2294, with many illustrations, and a long list of plants we have equipped, will be sent upon request.

SPRAGUE ELECTRIC COMPANY

527-531 West Thirty-fourth St., CITY OF NEW YORK

BRANCH OFFICES IN PRINCIPAL CITIES



Keystone Double Embosser

Produces QUALITY Embossing with SPEED.

Uses the "Baked Under Pressure" principle, the only correct method of embossing.

The heads automatically alternate in pressing.

While the operator is unloading and reloading an open head, the alternate head remains closed, keeping its work under pressure, at the same time driving heat into both sides of the work, due to *both top* and *bottom* heads being heated. Thus the work is virtually "Baked Under Pressure," producing results that can be obtained in no other way.

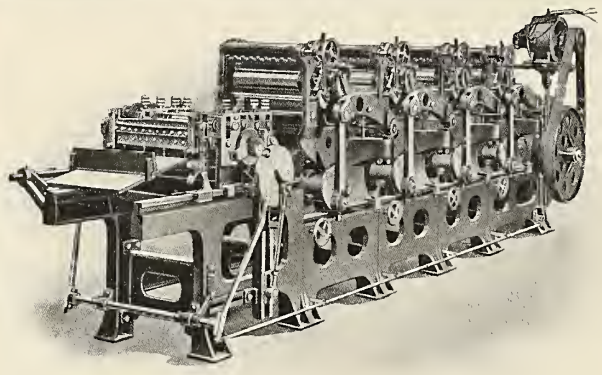
The full effect of deep or finely cut dies is "brought out" and a "set" given to the stock that makes it *hold* the embossed shape when released.

Write for folder on presses and embossing.

Charles Beck Company

609 Chestnut Street PHILADELPHIA, PA.

From Roll to Finished Product



The CASIMIR Printing-Press

PERFORMS THE WORK OF THREE OR FOUR MACHINES AT ONE OPERATION, taking paper from the roll and delivering the finished product, printed on either or both sides in as many colors as desired, numbered, perforated, slit, creased, gummed, folded, collated, rewound, sheared, etc.

The fastest and most economical printing-press in the world.

A few of the many advantages of the CASIMIR Printing-Press are:

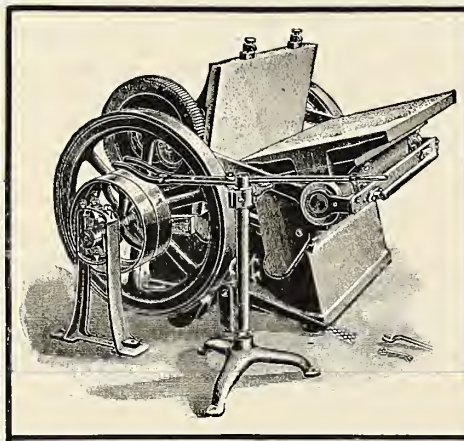
- ***PERFECT DISTRIBUTION OF INK, flat plates or type (not curved plates).***
- ***PERFECT REGISTER up to 8,000 impressions per hour.***
- ***BUILT ON THE UNIT SYSTEM, making possible the addition of extra sections or attachments at any time.***

Adaptable to most any class of work; built in three sizes to fit all requirements; rigid and substantial construction; insures an unyielding impression and long life. Send to-day for catalogue and further details. If samples of work are sent, quotations will be made promptly.

CASIMIR VON PHILP COMPANY, BETHLEHEM, PA., Manufacturers.

Sole Selling Agents West of and Including Cincinnati:
A. F. WANNER & CO.
340-342 Dearborn St., Chicago, Ill.

Sole Selling Agents East of Cincinnati:
ANDREWS & MARSH MFG. CO.
540 Pearl St., New York



Gally "UNIVERSAL" Cutter and Creaser

Built in Five Sizes: From 20 x 30 in. to 30 x 44 in.

For cutting and creasing the M. Gally "Universal" has stood the test for many years, is known and recognized everywhere as the one **reliable,** most used and **dependable.**

Unequaled in power and strength, simple in construction, and built for extra hard daily service. It is adapted for either stamping or paper-box cutting. Is so constructed as to insure economical maintenance and operation, therefore must necessarily be absolutely "foolproof."

Hundreds are in daily use in all sections of the country.

Present operators regard the "Universal" as sufficiently satisfactory to use no other, and when adding new equipment or replacing, the "Universal" **gets the business.**

Suppose you ask for our illustrated catalogue. There are many other machines mentioned that will likely interest you.

THE NATIONAL MACHINE COMPANY Manufacturers **Hartford, Conn.**

OVERLADE COVER

THE material and fabrication of this paper are peculiarly suitable for high-grade work, giving fine embossing and printing qualities. The color scheme permits of a simple but effective decorative treatment.

THE ATTRACTIVE SAMPLE-BOOKS OF THIS LINE ARE READY FOR DISTRIBUTION

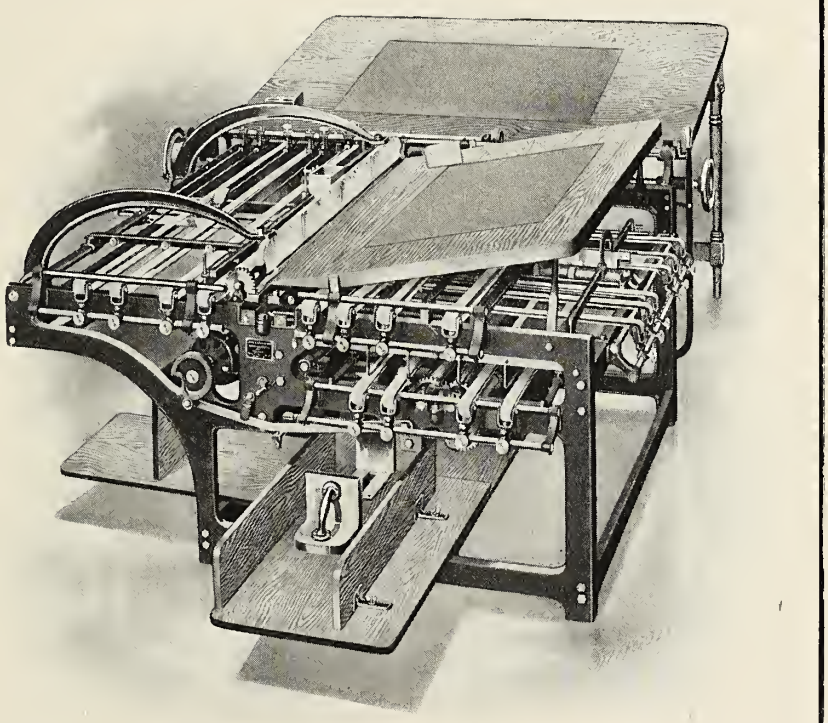
NIAGARA PAPER MILLS
LOCKPORT, NEW YORK

Best medium-priced Folder on the market

The ANDERSON Newspaper and Job FOLDER ::

Not one of our Folders has failed to give Satisfaction.

Let us tell YOU more about them.



No. 12 "ANDERSON" Newspaper and Job Folder.

MAISH MANUFACTURING CO. : : : Warsaw, Ind.

LABOR-SAVING **KIDDER MACHINERY** MONEY-MAKING

Automatic Printing-Presses

We mean by Automatic that the press prints from the roll on one or both sides of the web and in one or more colors.

For edition, pamphlet or long-run work of any kind, there is nothing to equal them for *quality of work* or *output* and at the lowest possible cost

We make a specialty of building presses for such work. Write us about your requirements, we will do the rest.

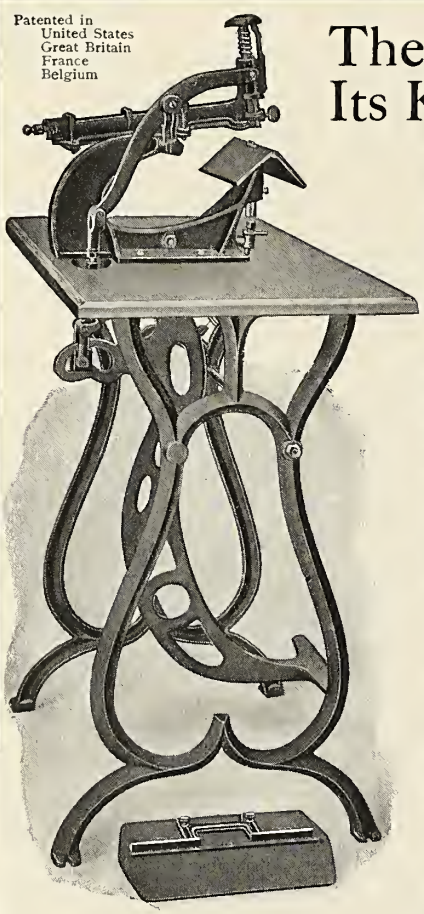
KIDDER PRESS CO. Main Office and Works **DOVER, N.H.**

CANADA:
THE J. L. MORRISON CO.
TORONTO

NEW YORK OFFICE:
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GIBBS-BROWER CO., AGENTS

GREAT BRITAIN:
JOHN HADDON & CO.
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Patented in
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The Best of Its Kind

THE ACME Wire Staple Binder

Has served its purpose in prominent printing establishments for many years.

Uses Fine and Coarse Staples.
Binds to ¼-inch.
Has Automatic Clinching and Anti-clogging Devices.
Equipped with both Flat and Saddle-back Tables.
Holds 250 Staples at a charge.

Acme Staple Co.
LIMITED
112 North Ninth Street
CAMDEN, N. J.

Suppose You Investigate By Examining Samples

Attractive and effective advertising can be accomplished by the use of our high-grade blotting papers.

We manufacture for this special purpose a line of **VIENNA MOIRE BLOTTING** (in colors) and *Plate Finish* **WORLD, HOLLYWOOD** and **RELIANCE.**

Our **DIRECTOIRE BLOTTING** is a new creation in an absorbing novelty made up in most exquisite patterns, bound to interest you. These samples should interest the printing industry; prices are right; shipments made promptly.

THE ALBEMARLE PAPER MANUFACTURING CO.

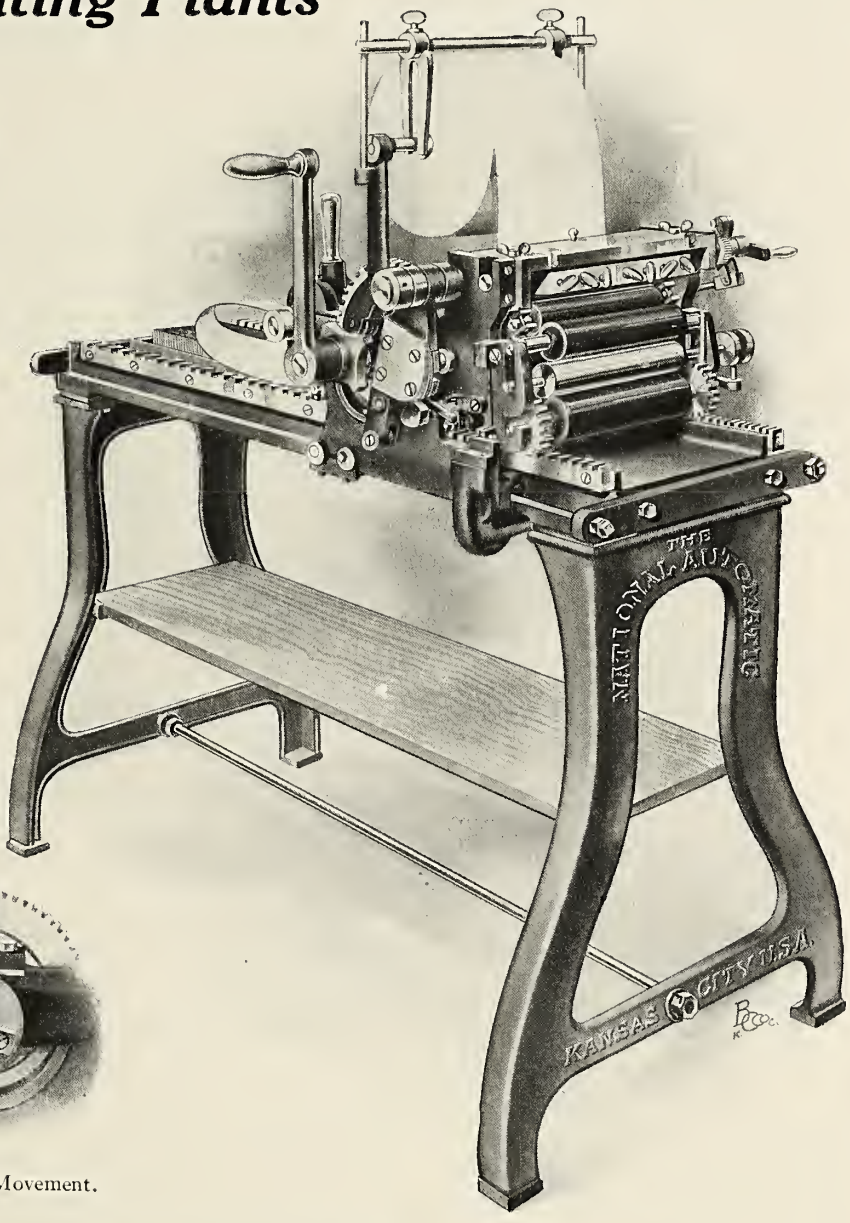
Makers of Blotting :: RICHMOND, VIRGINIA

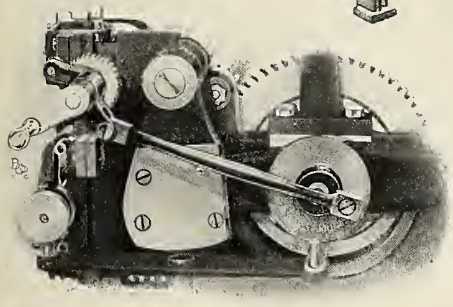
EDWARDS, DUNLOP & CO., Ltd. . . . . Sydney and Brisbane
Sole Agents for Australia.

Newspapers, Publishing Houses, Linotype Plants, Printing Plants

Will find this Proof Press a time-saver, as it

Feeds, Inks and Cuts Automatically





Sectional View showing Vibration Movement.

NATIONAL AUTOMATIC PROOF PRESS

(MESERAULL LICENSE)

Perfectly rigid impression—no adjusting cylinder springs—cylinder rises on return movement—inks galley both ways—no waste of paper, as proof can be taken on four different lengths—takes proof 7½″ wide and 23½″ long. Produces legible proofs quickly.

MADE AND SOLD BY THE

NATIONAL PERFORATING MACHINE COMPANY

Manufacturer of

NATIONAL ROTARY PERFORATOR—Four sizes, 20, 24, 28, 30 inches, with or without Crimping, Scoring and Slitting Attachments
INDEPENDENT ROTARY CRIMPER-SCORER-SLITTER (No Perforating)—Taking stock up to 24 inches wide
NATIONAL ROTARY CUT SURFACER—Entirely new principle involved
NATIONAL TYPE-HIGH GAUGE—For locating high and low spots; determining whether cuts or electros are type-high.

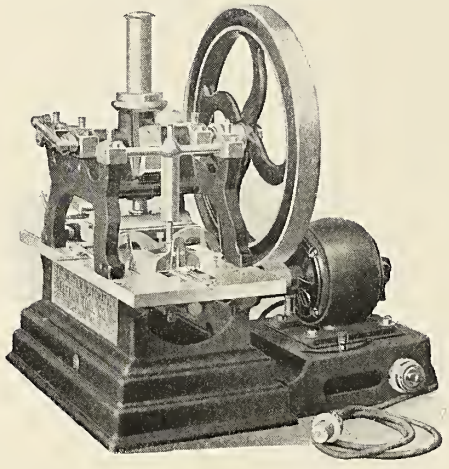
Write for Detailed Description and Prices.

Office and Factory—2203 Campbell St., Kansas City, U. S. A.

ALL OUR MACHINES FOR SALE BY YOUR NEAREST DEALER

THE BUFFUM AUTOMATIC PRESS

is designed to handle quick jobs at the lowest cost of production, and your plant, no matter how big or how small, is incomplete without it.



Built in a strictly first-class manner by only the best of expert workmen.

All parts are strictly interchangeable and of high nickel and japan finish, and with each press goes a **complete equipment.** Heavy impression, delicate and rapid adjustments.

It prints cards up to and including Government postal-card size, and feeds the same automatically from the bottom. The motor is set for a maximum speed of about **8,000 impressions per hour.**

With removable chase and tympan and our special rapid impression-regulating device, it makes possible the very rapid delivery of work.

The press is equipped with fountain, impression counter, and so arranged that it can be operated by hand, motor or belt power, as may be desired.

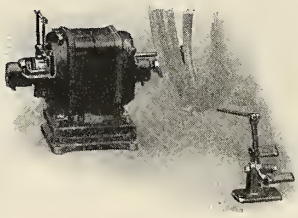
PRINTERS ARE ADDING THIS PRESS TO THEIR REGULAR EQUIPMENT

MANUFACTURED BY

BUFFUM TOOL COMPANY

High-grade Tools for High-grade Workmen

LOUISIANA . . . . . MISSOURI



Kimble Motors

Give any speed desired

Equip Your Entire Printing Establishment With "THE KIMBLE"

Friction Drive Printing Press Motors, Single Phase, Sizes, ¼, ⅓, ½ H. P.

Belt Drive Printing Press Motors, Single Phase, Sizes, ¾, 1, 1½ H. P.

These Motors are reversible and have variable speed controlled entirely by the foot pedal.

Write for bulletin and prices on Kimble Polyphase Constant and Variable Speed Motors, sizes, ¼ to 7½ H. P.

Suitable for Cylinder Presses, Cutters, Folders, Linotype Machines, etc.

Send for Catalogue P and tell us the make and sizes of your presses and get our prices.

KIMBLE ELECTRIC COMPANY

1121-1123 Washington Boulevard - - - CHICAGO

Headquarters for Photo-Engravers' Supplies

Williams-Lloyd Machinery Co.

124-126-128 Federal St., CHICAGO

Manufacturers of a Complete Line of

Electrotyping, Stereotyping and Photo-Engraving Machinery

We make a specialty of installing complete outfits. Estimates and specifications furnished on request. Send for Catalogue.

EASTERN REPRESENTATIVE

UNITED PRINTING MACHINERY COMPANY

246 Summer Street, BOSTON :: 12 Spruce Street, NEW YORK

ALWAYS

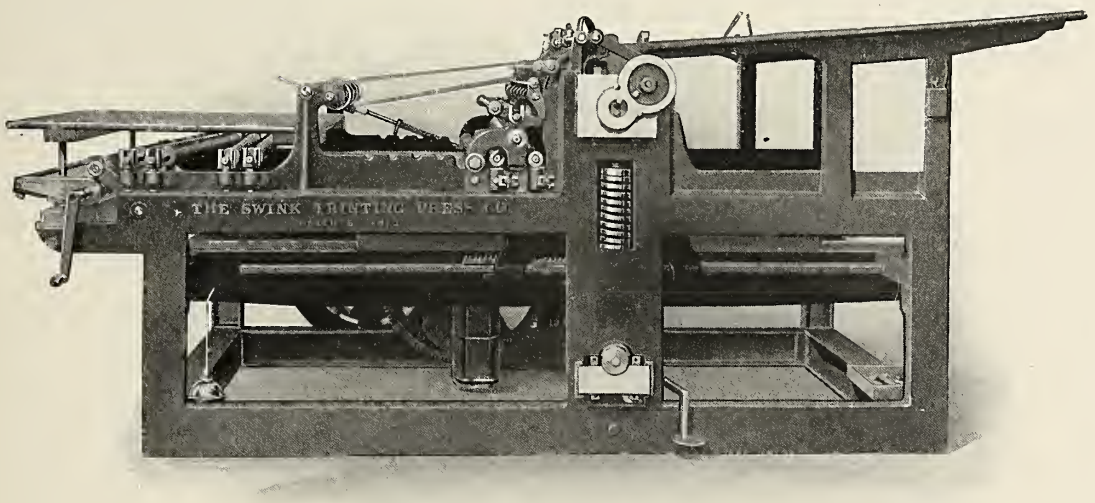
Waltones

THE INLAND-WALTON ENGRAVING CO.

120-130 SHERMAN STREET

CHICAGO

THE BROOKS CO., No. 715 Superior Avenue, Cleveland, Ohio, is a large printing establishment, occupying a seven-story building and operating a number of cylinder presses. They are using one of our machines and have been for several months. Write them (enclosing a two-cent stamp), asking for their opinion of the machine.



The machine meets the requirements of particular printers. It has a speed of 1,800 perfect impressions per hour. It has a bed 27 x 40 inches. It is very strong — nothing frail in its construction — and the price is only $1,250.00 f. o. b. factory.

We guarantee the machine to do the work that any high-priced two-roller press will do. We guarantee all materials going into the machine, and will replace without charge any part or parts that may become broken within one year where break is due to defect in material. It makes less noise than any other two-revolution printing-press.

Write to-day, authorizing us to book your order for one of these machines. We will then send you our contract, which covers our guarantee. We will ship you the press and you need not pay a penny until you have given it a try-out in your own plant, and if the machine does not do everything we claim it will do, we will take it out of your plant without expense to you.

THE SWINK PRINTING PRESS COMPANY

FACTORY — DELPHOS, OHIO

General Sales Office — 226 The Arcade, CLEVELAND, OHIO CHICAGO OFFICE, 1503 Manhattan Building

P. S. — Address all mail to the Cleveland Office



Bind your Inland Printers at Home with an ARNOLD SECURITY BINDER

Artistic :: Simple :: Durable

NO TOOLS, PUNCHING OR STITCHING — YOUR HANDS THE ONLY TOOLS

THE "ARNOLD SECURITY BINDER" is the modern method of keeping your magazines together and in good condition. It has the finished appearance of a bound book and is the ideal magazine cabinet, keeping the magazines fresh and in consecutive order. It can be used as a permanent binding or emptied and refilled as the magazines become out of date. A magazine can be inserted or removed at any time without disturbing the others.

Binder for One Volume, six issues, $1.00 Two Binders, covering full year, $1.80

Address, THE INLAND PRINTER . . . . . 120-130 Sherman Street, CHICAGO

After Forty Years

The quality of workmanship and material put into every Cottrell Press ensures an unequaled length of service. Read these two letters about presses which have already lasted beyond a generation and are still doing their duty:

"GERMANTOWN GUIDE"
Germantown, Pa.

C. B. Cottrell & Sons Co.,
41 Park Row, New York:

Gentlemen—

We send you herewith a copy of the *Guide* which is printed on a Cottrell Press purchased in 1870 from the old firm of MacKellar, Smiths & Jordan, and which has been in constant use ever since. It has done some of the finest work and is in good condition to-day. It affords me a great deal of pleasure to introduce callers to our "old and well-tried friend, the Cottrell Press."

Yours truly,
The Germantown Guide.

"THE WEEKLY RECORD"
New Madrid, Mo.

C. B. Cottrell & Sons Co.,
New York, N. Y.:

Dear Sirs—

We are glad to make the following statement concerning the Cottrell Drum Cylinder Press. Our press is now, and always has given excellent service, when properly handled. It is 39 years old, and although several parts are worn and need replacing, the press is doing as good work as when new. It is simple and easy to repair. We cheerfully recommend the Cottrell Drum Cylinder Press, especially for the country newspaper. We are sending you under separate cover, a copy of last week's *Record* printed on our press. Yours truly,

Nov. 22, 1909. Wm. H. Moore.

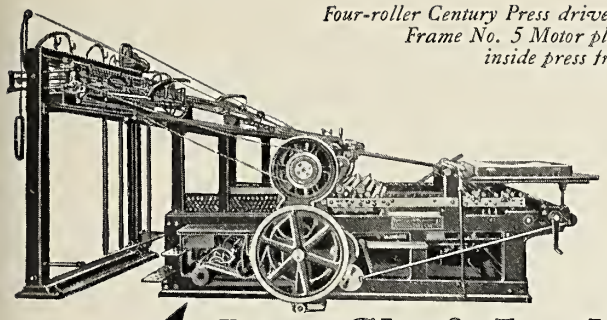
Cottrell Presses are far cheaper *per year* than presses which may be a trifle cheaper in first cost. The best *is* the cheapest—and the Cottrell *is* the best.

C. B. COTTRELL & SONS CO.

NEW YORK WESTERLY, R. I. CHICAGO

Sales Agents

KEYSTONE TYPE FOUNDRY, Philadelphia, New York, Chicago, Detroit, Atlanta, San Francisco



Four-roller Century Press driven by Frame No. 5 Motor placed inside press frame

Line Shaft Leaks

Shafting and belts under ideal conditions waste fully 35% of the power. Direct-connected motors eliminate this loss. Our policy of specialization has made the

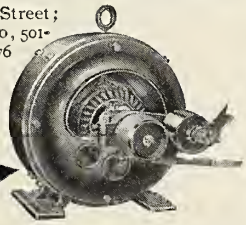
Robbins & Myers "STANDARD" Motors

(Direct Current — All Purposes 1/30 to 15 H. P.)

far superior to any other small motor on the market. We have a supply of motors of all types for printing shops, on hand all the time at our factory and at the branches' offices, ready for immediate shipment. We have a consulting department for your power problems. Service free. Write us.

THE ROBBINS & MYERS CO., 1325-1425 Lagonda Ave., Springfield, Ohio

Branches in NEW YORK, 155 Chambers Street; PHILADELPHIA, 1109 Arch Street; CHICAGO, 501-515 West Jackson Boulevard; BOSTON, 176 Federal Street; CLEVELAND, 1408 West Third Street, N. W.; NEW ORLEANS, 312 Carondelet Street; ST. LOUIS, Locust and Eleventh Streets; KANSAS CITY, 930 Wyandotte Street.



FACSIMILE OF LABEL.



See that this label is on each ream.

Tub-sized Loft Dried Hand Plated

"P.B. 671" BOND

This is a high-grade Bond Paper of tenacious strength and perfect finish. Its durability stamps it the ideal paper for Bonds, Documents and high-class Business Stationery.

Write for samples and prices.

PARSONS TRADING COMPANY
20 Vesey Street . . . . . NEW YORK

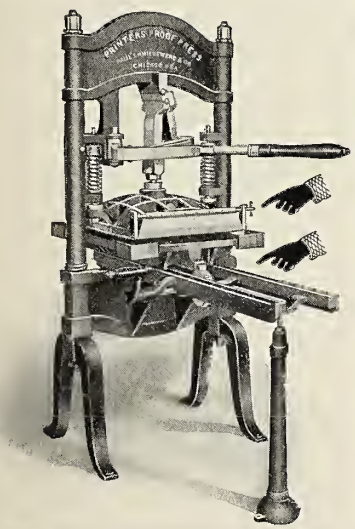
London, Sydney, Melbourne, Wellington, Havana, Mexico, D. F., Buenos Aires, Bombay, Cape Town.

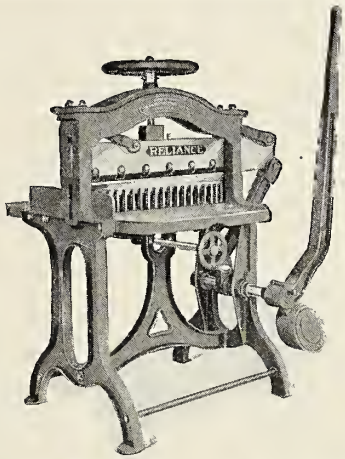
Cable Address for all Offices—"PARTRACOM."

The Shniedewend Printers' PROOF PRESS

The PRESS for PRINTERS on which it *is possible to pull perfect proofs* — absolutely uniform impression.

The latest style with Rack and Pinion Bed Movement (patent applied for) and "Tympan-on-the-Platen" Device (patent applied for) which affords a firm, strong, reliable tympan, **is a decided labor and time saver. Try a SHNIEDEWEND and know.**





The Reliance Lever PAPER CUTTER

The CUTTER that is "Hardest to Break" and "Easiest to Repair."

It is made for hard, every day usage. Will last a lifetime. Perfectly Rigid and Accurate. Powerful and Easy Leverage.

Insist on knowing the RELIANCE.

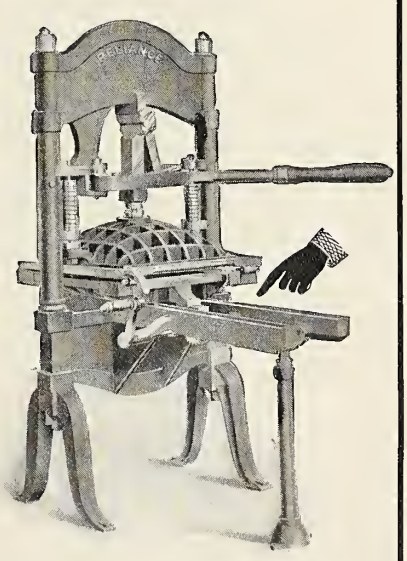
Write for Prices and Circulars giving sizes direct to the Manufacturers

PAUL SHNIEDEWEND & CO.
627 WEST JACKSON BLVD.
CHICAGO, U. S. A.
OR TO YOUR DEALER

The Reliance Photo-Engravers' PROOF PRESS

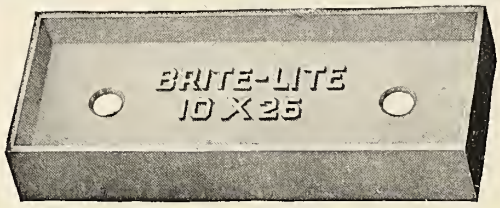
Recognized throughout the world as the best PHOTO-ENGRAVERS' PROOF PRESS. Why? Because you can always depend on pulling perfect proofs of half-tones on the "RELIANCE."

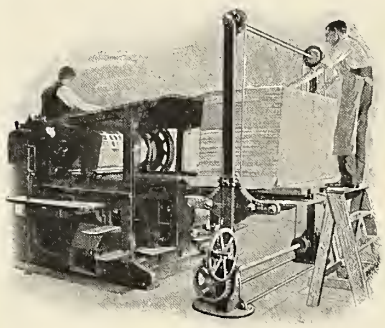
The Rack and Pinion Bed Movement (patent applied for) gives the press splendid wearing qualities and saves time.



You can save money in your plant by using

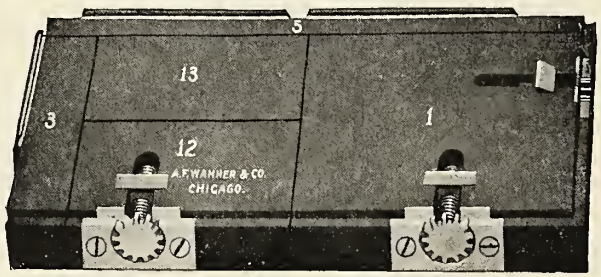
BRITE-LITE Furniture. Rustless, accurate as type, almost as light as wood, strong as iron. Makes register work easy and saves time in locking forms.



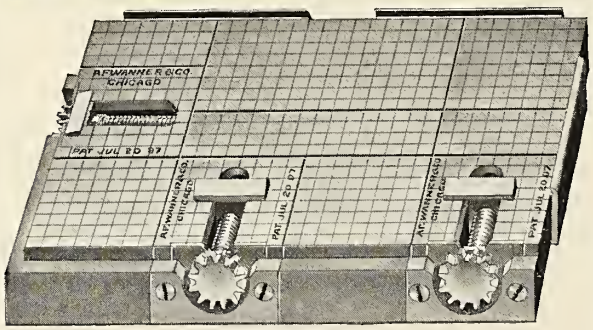


HAMMER PAPER LIFTS

increase the output of your cylinder presses from 10 to 30 per cent, besides saving stock and improving working conditions of the pressroom.



WILSON PATENT BLOCKS are unexcelled for book and catalogue printing. They are simple to handle, accurate, strong and indestructible.



SUDDARD BLOCK SYSTEM Fits Into Every Class of Work. Will save an immense amount of time on either register and color printing, or book and catalogue printing.

Let us tell you more about these good things.

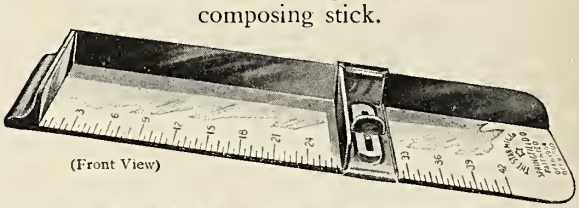
Catalogue will be sent on request. Ask for it now.

A. F. WANNER & CO.

340-342 Dearborn Street - - - - - - CHICAGO

IT IS IMPORTANT

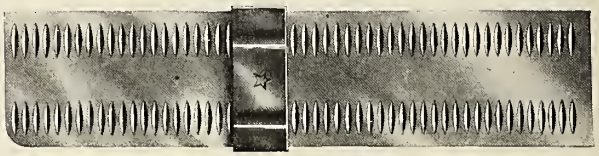
to the compositor that he should use a most comfortable, accurate and up-to-the-minute composing stick.



(Front View)

The "STAR" COMPOSING STICK

embraces all the essential features that go to make claim for perfection.



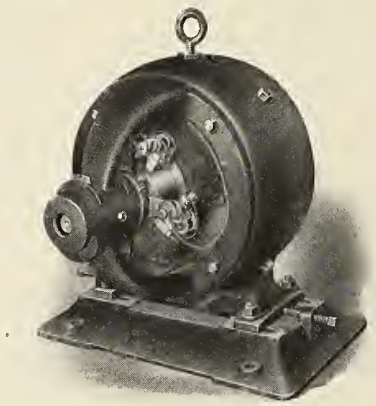
Note the back protection on stick. *Both ends* of knee lock, and when knee is unlocked the projections are released from *grooves* by a spring, protecting the grooves from wear. This *groove system* has proven its efficiency and longevity of service.

Made in all popular sizes at a price in keeping with their actual worth.

FOR SALE BY SUPPLY HOUSES *GENERALLY*

The Star Tool Manufacturing Company
17 West Washington St., Springfield, Ohio

Peerless Adjustable Speed Motors



For "a thousand and one" applications. Designed especially for printers' machinery of every description, as well as for lithographers' machinery and paper-box machinery.

A Peerless Motor for every need. Submit your motor problems to our engineers. Direct-current motors $\frac{1}{30}$ to 30 horse-power.

"Peerless Motors Are Good Motors"

THE PEERLESS ELECTRIC CO.

Factory and General Offices, WARREN, OHIO

CHICAGO, 315 Dearborn Street NEW YORK, 43 West 27th Street



Did you realize that these books are an object lesson in advertising? That they not only show you and your customer good papers and good printing, but furnish a real, tangible "reason why" for using high-grade printing?

You and your customer are bound to be impressed with these books, and you both will admire them; they are not ordinary pieces of advertising literature any more than they show ordinary papers.

If your customer wants the same attention, put his printing on the same plane, where it will be noticed. He does not need books like these, but the idea is there—the idea if you want your advertising to pay, put it upon a paying basis.

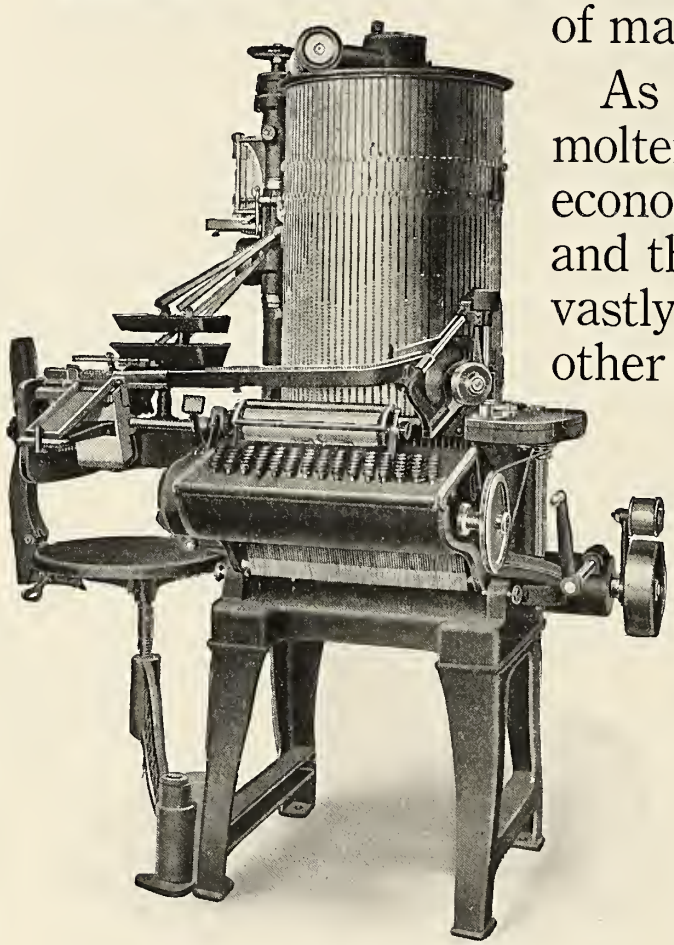
If you haven't these books and are a responsible employing printer with inclination and equipment for turning out good work, we want to send the books. If you have them, show them to your customers, or, at least, look at them yourself.

WORONOCO PAPER COMPANY

WORONOCO, MASS., U. S. A.

The Unitype

Possesses all the advantages of the hot-metal composing machines without their troubles, and high costs of maintenance.



THE INCOMPARABLE UNITYPE

As it works without gas or molten metal it is incomparably economical. It is extremely swift and the quality of its product is vastly superior to that of any other machine.

It can be operated by those having too little skill to handle hot metal; and it will earn a profit in places where self-casting composing machines can be run only at a loss.

In fact, no out-of-town publisher who regards economy as a condition essential to his work can now afford to set his paper by any other method.

The price of the UNITYPE is but $1500; payable $150 in cash and $37.50 and interest a month—a most profitable investment when it is realized that a UNITYPE invariably pays for more than itself.

Wood & Nathan Company

Number 1 Madison Avenue

New York City

THE

Waite Die and Plate Press

Noted for its superior quality of work, its strength and durability and its low cost of operation.

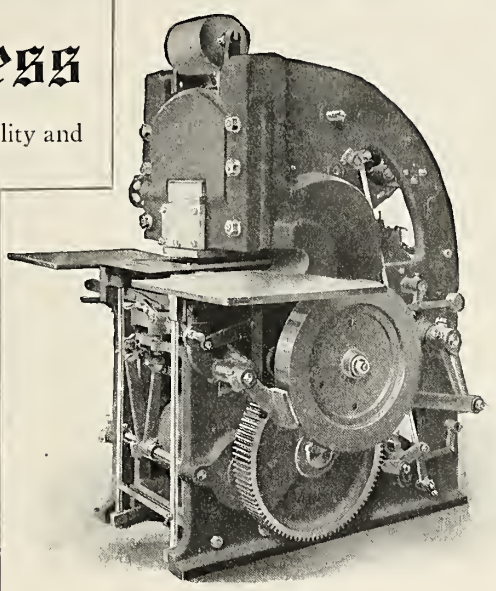
Will wear the die or plate less than any other die press.

The only die press which will give hair-line register at full speed.

THE LARGEST SIZE EVER BUILT:

The 6 x 10 inch is our latest success and has a greater capacity than any other power-stamping press ever made. It has every refinement of the smaller "Waites" and additional advantages. Prints in the center of an 18-inch sheet and is especially valuable for stamping box tops, catalog covers, photograph mounts, Christmas and fancy cards, check books with several on a page, calendars, etc.

Sizes..... 6 x 10, 5 x 9, 4 x 8, 3 x 5, 2 x 4½, 2 x 3 inch.



Size 6 x 10 inch.

Auto Falcon & Waite Die Press Co., Ltd.

OFFICES AND SHOWROOMS
RAND-McNALLY BUILDING

160 ADAMS STREET, CHICAGO, ILLINOIS

Eastern Selling Agent
S. P. PALMER, 346 Broadway, New York

FACTORY
DOVER, N. H.

Pacific Coast Selling Agents
GEO. RICE & SONS, Los Angeles, Cal.

A Profitable Side-line

and it is rightly yours—because you have daily calls for high-class up-to-date commercial stationery.

Steel Die Embossing Work

is conceded by the elect as the highest character of style, and it costs but little more than the just-as-good kind.

Embossed stationery is in demand, therefore why not control this business in your locality?

Our System Will Interest You

We will place in the hands of the local printer full information, samples, prices, etc., enabling him to go among his clients and solicit steel-die work. Show your customers the quality and character of our work. Write to-day for further particulars.

OVER 40 YEARS ON STATE ST.
WM. FREUND & SONS
EST. 1865 INC. 1893
STEEL AND COPPER PLATE ENGRAVERS AND PRINTERS
45 TO 49 RANDOLPH STREET
STEEL DIE EMBOSSING CHICAGO
PHONE RANDOLPH 805

The Best

cuts and electrotypes can't show good results without the use of really good

Printers' Inks

which fasten the cuts to the paper and are more important than the harness which connects horse and wagon.

HUBER'S

are the best, best working and best looking printing inks. Made from HUBER'S celebrated colors and HUBER'S own best varnishes, scientifically and harmoniously combined, they will permit the printer to turn out the most and the best work that the press is capable of doing. Ask for catalogue.

MANUFACTURER OF

J. M. Huber Dry Colors, Pulp Colors
Varnishes and **Printing Inks**

350 Dearborn Street - - CHICAGO

JOHN MIEHLE, Jr., Manager

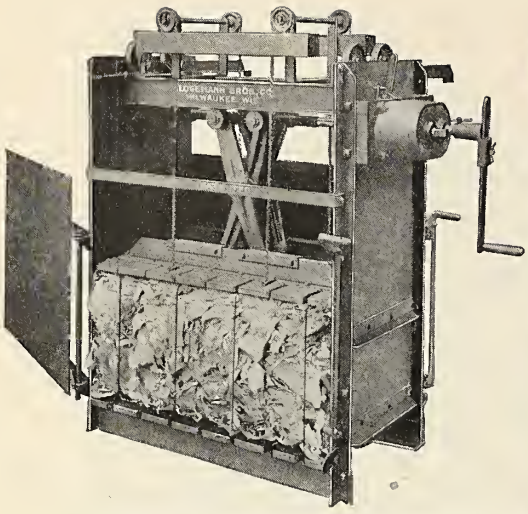
BOSTON
133 Pearl Street

PHILADELPHIA
206 South Fifth Street

ST. LOUIS
113-115 Vine Street

150 Worth Street and 3, 4, 5, 6 Mission Place, NEW YORK

HUBER'S Colors in use since 1780



FIRE RISK

DECREASED with our STEEL constructed, fireproof waste-paper baler. Will bale your waste to advantage and bring very best price. Strong, rapid, permanent, obtaining greatest compression with least power. Sanitary conditions improved by keeping premises clean. Little floor space required. Long life of press guaranteed. Will pay for itself in a short time. We build a variety of thirty styles and sizes to meet requirements. Select a Baling Press as you would high-grade machinery and purchase the best.

We also build a rapidly operating LABEL CUTTING PRESS. Write for catalogs.

LOGEMANN BROTHERS CO.

MILWAUKEE WIS

The American Pressman

A MONTHLY TECHNICAL TRADE JOURNAL WITH 20,000 SUBSCRIBERS

Best medium for direct communication with the user and purchaser of Pressroom Machinery and Materials

ONE DOLLAR PER YEAR

Second National Bank Building, CINCINNATI, OHIO

ALWAYS *Waltones*

THE INLAND-WALTON ENGRAVING CO.
120-130 SHERMAN STREET
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THALMANN PRINTING INK CO. ST. LOUIS, MO. MANUFACTURERS OF PRINTING AND LITHOGRAPHIC INKS

The Trade-Mark of Quality in INKS

Thalmann Printing Ink Co.

Main Office and Factory, ST. LOUIS

DEPOTS

415 Dearborn Street, . . . CHICAGO, ILL. 1509 Jackson Street, ... OMAHA, NEB.
400 Broadway, ... KANSAS CITY, MO. 222 North Second Street, . NASHVILLE, TENN.
535 Magazine Street, NEW ORLEANS, LA.

NON-KERNING ITALIC

The Keystone is the first and only Type Foundry to cast Italic Types on normal bodies and sets with no kerned characters. The Keystone is always striving to improve its products to help the printer

CASLON LIGHTFACE ITALIC

6 Point 25 A $0 95 52 a $1 05 Font $2 00
USEFUL FOR EVERY POSSIBLE PURPOSE
Looks Good and Wears Well as Body or Display Type

8 Point 22 A $1 10 44 a $1 15 Font $2 25
KEYSTONE TYPE FOUNDRY IS THE
Originator and Manufacturer of this Type

10 Point 17 A $1 20 36 a $1 30 Font $2 50
DISCARD UNUSED FACES
Buy Durable Non-Kerning Italic

12 Point 15 A $1 30 33 a $1 45 Font $2 75
BEAUTIFUL LETTERS

14 Point 12 A $1 45 24 a $1 55 Font $3 00
Caslon Lightface Italic

18 Point 9 A $1 60 18 a $1 65 Font $3 25
JOB AND BOOK

24 Point 5 A $1 65 11 a $1 85 Font $3 50
Caslon Effect

30 Point 5 A $2 25 9 a $2 00 Font $4 25
REPORTS

36 Point 3 A $2 55 7 a $2 45 Font $5 00
No Kern

42 Point 3 A $3 25 7 a $3 00 Font $6 25
SORTS

48 Point 3 A $4 00 6 a $3 50 Font $7 50
Tinkle

Lower Case made for all sizes

POWELL ITALIC

6 Point 24 A $1 00 48 a $1 00 Font $2 00
NON-KERNING ITALIC THE BEST YET
Saves Time in Justifying. No Broken Letters

8 Point 22 A $1 15 44 a $1 10 Font $2 25
MODERN FOUNDRY'S METHOD
The Best Possible Service to Customers

10 Point 16 A $1 25 32 a $1 25 Font $2 50
NEW KEYSTONE IDEA
Saves Money for the Printers

12 Point 15 A $1 35 31 a $1 40 Font $2 75
TOURIST IN EUROPE

14 Point 12 A $1 50 24 a $1 50 Font $3 00
Normal Cast Letters

18 Point 8 A $1 65 17 a $1 60 Font $3 25
PRODUCTIVE

24 Point 5 A $1 75 10 a $1 75 Font $3 50
Aeronautical

30 Point 5 A $2 40 8 a $1 85 Font $4 25
SAILING

36 Point 4 a $2 85 6 a $2 15 Font $5 00
Material

42 Point 3 A $3 45 6 a $2 80 Font $6 25
DUNE

48 Point 3 A $4 25 6 a $3 60 Font $7 85
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Lower Case made for all sizes

AYER ITALIC

6 Point 23 A $0 95 46 a $1 05 Font $2 00
THIS IS A GREAT SELLER MR. PRINTER
Our Customers Appreciate its Excellent Features

8 Point 21 A $1 10 43 a $1 15 Font $2 25
WE ARE AIMING TO IMPRESS YOU
If We Succeed Your Pocketbook Benefits

10 Point 18 A $1 20 36 a $1 30 Font $2 50
WE CHEERFULLY REPEAT
That Non-Kerning Italic Is Best

12 Point 16 A $1 35 31 a $1 40 Font $2 75
MINEROLOGY STUDENT

14 Point 12 A $1 45 26 a $1 55 Font $3 00
Keystone Productions

18 Point 9 A $1 55 18 a $1 70 Font $3 25
SALE MAGNET

24 Point 5 A $1 60 12 a $1 90 Font $3 50
Bright Clothes

30 Point 4 A $1 90 10 a $2 35 Font $4 25
SMUGGLE

36 Point 4 A $2 65 7 a $2 35 Font $5 00
Lonesome

42 Point 3 A $3 25 7 a $3 00 Font $6 25
HOSTS

48 Point 3 A $4 00 6 a $3 50 Font $7 50
Disturb

Lower Case made for all sizes

The 12 Point Size HARRIS ITALIC

The other sizes 5, 6, 8, 9, 10 and 14 point are now being made and will be ready in a very short time

NON-KERNING ITALICS will save endless annoyances and losses resulting from broken letters, and the purchase price is the same as any other type of our make. ALL KEYSTONE TYPE is sold in Weight Fonts at Body Type Prices and in Job Fonts at Job Font Prices

KEYSTONE TYPE FOUNDRY

Philadelphia New York Chicago Detroit Atlanta San Francisco

West Virginia Pulp & Paper Company

(Incorporated)

General Offices: 200 Fifth Avenue, New York

Western Sales Office: Marquette Building, Chicago

MANUFACTURERS OF

High-Grade Enameled BOOK PAPERS

SIXTY TONS PER DAY

Supercalendered and Machine Finished
Book and Lithographic Papers
Engine-sized White Writings and Envelopes
Amber and Parchment Railroad Writings
MUSIC PAPER and M. F. "HIBULK"
also
Bleached Spruce, Sulphite and Soda Pulp

CAPACITY: 800 TONS DAILY

Mills at Tyrone, Pa.; Piedmont, W. Va.; Luke, Md.; Davis, W. Va.; Covington, Va.; Duncan Mills, Mechanicsville, N.Y.; Williamsburg, Pa.

Cable Address: "Pulpmont, New York." A. I. and A. B. C. Codes Used.


"CUTS THE COST IN TWO"
OF
MECHANICAL
TABULAR COMPOSITION
Chicago
Lino-Tabler
Company
EQUIPS WITHOUT CHARGE
LINE-CASTING MACHINES
OF VARIOUS MODELS
ASKING ONLY A REASONABLE
ROYALTY FOR USE OF THE
LINO-TABLER SYSTEM
WM. C. HOLLISTER PRES'T TREAS. CHICAGO, ILL.



THERE are two ways of being happy—we may either diminish our wants or augment our means—either will do, the result is the same; and it is for each man to decide for himself, and do that which happens to be easiest. ¶ If you are idle, or sick, or poor, however hard it may be to diminish your wants, it will be harder to augment your means. ¶ If you are active or prosperous or young or in good health, it may be easier for you to augment your means than to diminish your wants. ¶ But if you are wise, you will do both at the same time, young or old, rich or poor, sick or well; and if you are very wise you will do both in such a way as to augment the general happiness of society.

Benjamin Franklin.

Engraved and printed by
The Henry O. Shepard Company,
Chicago.

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THE INLAND PRINTER

JUNE 1910

Entered as second-class matter, June 25, 1885, at the Postoffice at Chicago, Illinois, under act of March 3, 1879.

THE LEADING TRADE JOURNAL OF THE WORLD IN THE PRINTING AND ALLIED INDUSTRIES.

VOL. XLV. No. 3. **JUNE, 1910.** TERMS { $3.00 per year, in advance. Foreign, $3.85 per year. Canada, $3.60 per year.

A DEFINITE STANDARD.

BY XENO W. PUTNAM.

INDIVIDUALITY is characteristic of life. No business amounts to much which does not show some distinguishing trait that divides it from all others of its kind. There may be similarity in both stock and methods; there is also a difference, else it is a dead enterprise. Perhaps no other business enterprise acquires its special brand of character more quickly than the print-shop. Printers come in contact with the most alert business men in all walks of life — men who are accustomed to sizing up their fellows with keen discretion. Then, the printer's work is constructive; it reflects his personality, or else it is not his work. The product of the pressroom, too, is compelled to run the gantlet of unusual scrutiny, because it permanently affects the reputation of each patron. The yard of cloth that failed may be forgiven the merchant if all the rest are good. The letter-head that is not properly set offends to-morrow the same as it did to-day; it is a constant irritation to the artistic eye as long as the supply lasts or until it gets upon the nerves of the man it represents so much that he discards it — and the printer along with it.

A reputation, once established, is not easily gotten rid of. One print-shop will acquire a certain notoriety as the place for cut-rate bargains; then all the rag-tag of the city will flock there and drive away the more desirable class of patronage, like a big smallpox sign. Another becomes famous for its high-grade artistic work. Another is regarded as the place for the business stationery that hustles — the sort that "gets there," though it does not give so much attention to looking pretty. Each class attracts its own class of trade, and, to a great extent, repels every other class. To depart from this rating of craftship is not to regain favor with some other class, because it never comes to their optate attention or, if it does, is not regarded as a sincere proposition; while the departure is a disappointment to the clientage which the old policy had gathered. To change the known and well-established policy makes enemies of friends, but does not convert enemies into friends. There are only two ways of doing this: either through a public confession of error, which is humiliating, or by a gradual growth in some other direction. Both of these entail immediate loss, without the certainty of recompense.

Have a distinct standard and adhere to it strictly. The all-around printer has been rapidly passing during the last half-dozen years. Excepting in some country districts, he has already passed. In order to do business with the business men of to-day it is necessary to be some one in particular, to represent a definite policy, and to stick to it. The vacillator in business is even more despised than in society. It is the man with the fixed idea, the known standard, who is respected. This does not mean that the cheap printer must refuse a high-grade job that he happens to be equipped for doing. It does mean that he should bend his every energy to the task of putting a high-grade brand of excellence upon even the cheapest lines, by being fully equipped to handle them promptly in the most workmanlike manner.

Whatever the known standard of a printer is, let it be the standard of superiority along that

line, whether the line be high-grade catalogues, cheap price-lists or wedding invitations. The print-shop should become known as headquarters for some special line, and should give first energies to excelling in that one line, rather than be satisfied with only medium-grade service for all classes of patronage. Individual strength means special merit in some form, and the printer who really becomes conspicuous in the business world is the one who builds up, rather than he who spreads out.

Written for THE INLAND PRINTER.

"OLD BILL" CONTINUES HIS DISCOURSE ON "DOPE-SHEETS."

BY A. J. CLARK.

IT was a cold Sunday morning, and several of the old guard were trying to quench the fires that were smoldering after a particularly strenuous Saturday night. They had variously tried "sours," "gin fizzes" and "a little straight," and were mellowed to a point where conversation flowed easily. Politics and religion had been safely disposed of, the Jeffries-Johnson fight decided, and the vital question of where to eat had the floor, and Old Bill is talking.

"When I first come here I'm boardin' for a long time at Mrs. Cosgrove's boardin' emporium. Mrs. Cosgrove was no canary bird, but an Irish lady of great breadth of beam, who had succeeded in makin' a printers' boardin'-house profitable where others had failed. Her success was largely due to great physical strength, which enabled her to turn a drunk printer upside down and take what he had in his jeans, dealin' him out two-bits at a time thereafter when he suffered for drinks. If it was twenty years ago we could go down and get a breakfast that would make your hair curl; now, I suppose we got to go agin' sinkers and coffee, because it's the only confection restaurants make that'll stay down on a bleak mornin' like this.

"Incidentally," Bill continued, as he sprinkled some salt in a fresh glass of beer, "Mrs. Cosgrove had a husband who printed to gain sympathy at times when she drove him from home. He was as thin and measly lookin' as she was fat and happy. He was known as 'Slim.' Also, Mrs. Cosgrove had a Chink cook, and, him bein' only a heathen, he called her Slim, same as her husband, thinkin' it's a family name.

"I'm tellin' you now about the Christmas turkey. Mrs. Cosgrove she buys the biggest bird she could find, as was her custom on St. Patrick's Day and Christmas, has the insides removed, the feathers took off for pillows, the head amputated, and hangs him in the shed, so he'll keep good till Christmas. Bright and early on that mornin' she hikes the Chink after that turk, and, in a minute, he blows in, hollerin' his head off: 'O Slim! Him tluky jump away! No can catchee!' The old lady reaches for a cordwood stick, behind the stove, an' tells the Chink to make a quick hunt and catchee the turk or get his heathen neck broke. Well, the Chinee he don't lose no time, him knowin' the old lady plenty, and in about a minute he blows back, holdin' the turk by the neck, and all cheered up, explainin', 'Me catch em tluk, Slim!' as though he had chased it a mile. That greasy heathen had cached the turkey some place, hoping Mrs. Cosgrove would blame somebody else for the loss, him plannin' a big feast for his friends at the laundry.

"And it was a good bird, too, believe me; they ain't no more eats like Mrs. Cosgrove and the Chinaman put up."

"What become of the joint?" asked Sykes.

"I dunno," said Bill, "what became of the dodo and the yipyap. That's twenty years ago, when the printing business was still being called the Art Preservative of Arts, and they made curlicues out of brass rule, and printers were more classy than plumbers and bricklayers."

Here Rafferty came in and evidenced great satisfaction at meeting the bunch, although, to a close observer, there was a hint of sorrow in the nervous way he fingered his last dollar, as he placed it on the bar and made a silent computation



"Mrs. Cosgrove was no canary bird."

of how he would struggle through the rest of the day on the 15 cents change that would come out, after the bunch had "one on him."

"How did you come out with the Old Man and the dope-sheet?" he asked Bill.

"Well," said Bill, "you have to hand it to the Old Man! I goes up with a hazy idea that I might

find some flaw in his figures, or that maybe 45 cents a thousand wasn't too much for presswork to cost, or somethin' like that, but the Old Man he raises me on everything I play and I finally got to lay down to him. He pulls out a little sheet, and it shows to a penny what everything costs. He can tell in a minute what repairs for any machine in the house cost last month or last year. He shows that the Linotypes go about $40 a year for fixin's, that our good cylinder press cost only $12 for repairs in four years, while the dinky make that he got, because it was cheaper, cost more than ten times that. The dope-sheet tells that one cutting machine makes twice as much money as the other, that a combined punch and round-corner machine won't pay interest on the investment, while two machines to do the same work make money.

"He can show that one little Dutch girl in the bindery will handle one-third more pieces than any other girl there. He can show to a pound how much ink is used each month, and how much the soliciting costs on each dollar's worth of business. He knows how many impressions each feeder gets off each day, and, without watching them, they are rated by name. He knows how much stock he bought and how much he has left; also, he knows the per cent of waste, and, if you were paying for that item alone, it would jar you a lot. The Old Man is fair, though. 'Understand me, Bill,' he says, 'I ain't kickin' just to make a noise,' he says. 'I'm just scientifically workin' out a competence for myself. Pretty soon,' he says, 'I'm goin' to be an old man. All my life,' he says, 'I've wanted things, same as you, that I couldn't get, and, before a man dies, he ought to be able to soak up some mental nourishment besides drinks and cigars. I want to go to Europe and see things, and, as yet, I haven't got as far as New York. I want an automobile, but can't afford to get one until my shop is properly equipped, and it seems as though I would never get done with that. I get all the machines they is,' he says, 'and then along comes them offset presses, and I'm assured I'm a dead one if I don't go after that game. I'd like,' he says, 'to go away now and have a good time, but *I can't hire anybody to run my shop so it will make money*, because, if anybody could run my place profitably, he could run one for himself and would do it.'

"'So, I got to stick,' he says, 'and the fact,' he says, 'that my position is so hard to fill, justifies me in expecting a larger wage or competence or whatever you mind to call it than you dubs who only have to work.'

"'Well,' says I, 'your dope-sheet shows that you made quite a bundle last year, notwithstandin' the high cost of presswork. Is it fair to expect us to break our necks to grind that cost down so you can make a little more?'

"'That,' he says, 'is easily explained,' and he grins like a Cheshire cat, as he reaches up and nails another dope-sheet, showing the amount invested in the plant, the per cent of profit it ought to make and what it has made, and how long it will take the Old Man to make the competence he is wantin', and, accordin' to the figures, he will be dead ten years and his shop will be in the scrap-



"Pretty soon," he says, "I'll be an old man."

pile long before he takes his trip to Europe, 'and,' he says, 'I don't want to make no European trip in a hearse,' he says. *You have to hand it to the Old Man!*"

"Yes," said Rafferty, "the Old Man is sure long on brains. Did you ever notice that I'm getting in the Old Man class myself? How did you like my new joint? Pretty classy, no?"

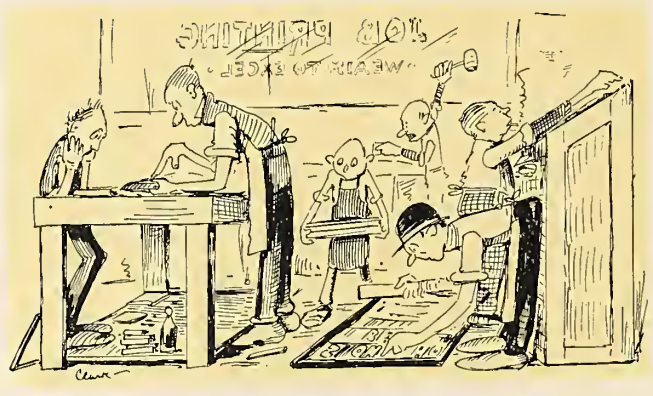
"Sure," answered Bill. "You got a nice joint, on the outside anyhow, but, take it from me, outsides don't count much except as a noise to attract attention, like that vest you got on. I see many pretty-pretty print-shop fronts with gilt and red signs, proclaimin' 'Excelsior,' and 'We aim to excel,' where the insides look like the rough-neck ward in a bughouse, and a decent job of printin'

is hailed by the shop and customer alike as a miracle.

"It's a miracle how any good job of printin' comes out of any shop now," continued Bill; "a good job of any kind, especially if it depends on creative ability or artistic sense, and most every job of printin' does, can't be ground out accordin' to no time-schedule, and always we got that everlastin' system stickin' us in the back, and are expected to mix art and business in a way that's scandalous. They must be fine graduations of light and shade and color harmony, and by the clock!"

"You've evolved a paradox," said Sykes.

"Sure," said Bill, "whatever that is. I ain't kickin' agin no system; what I'm hollerin' about is conditions that make it necessary for us who



"Like the rough-neck ward of a bughouse."

are engaged in what ought to be a clean, classy, happy, artistic handicraft, to slap things through like we was pieceworkers in a box factory! They's lots of ways to cut cost in a shop, without expectin' feeders to get out an impossible lot of impressions each day, and I calls the Old Man's attention to some of them. For instance, I says to him, get some guy in the front office who has more time than you have (he can't have any more brains, I says facetiously), and have him dissect and bisect every job that comes in, and fix it so there'll be no monkey business when it goes to the mechanical force; let him, mentally, go through all the operations necessary to put the job through and see if it will work out. First, he'll pull out the copy and see if he can read it, and, if not, get some seer to interpret it; then, he'll set it up in his mind, or rule it or bind it, do the presswork, perforation and numbering, and see if he has the stock in the house, or, if it is procurable, he'll see if there is another job of the same description that can be worked with it, so that a lot of impressions may be saved, and measure it, to see if it will cut to advantage, and mark his measurements for the benefit of the stockman. As it is now, everybody, from the errand-boy down, must figure on something pertaining to every job, and it ought all to be done before the job is sent down-stairs, and probably is, but is not at the disposal of the mechanical force, so the stockman must figure how many sheets it will take, the ruler must figure to check the stockman, the pressman to check the ruler, and the binder to check the pressman, and then it's often wrong.

"And then this mug he looks up addresses and telephone numbers and dates, to see if they're right; he decides if it's better to work and turn the job, or work and back it, side-stitch or saddle, fold it by hand or machine, and how it must finally be trimmed. He sees if it will come down to the weight limit, if it's a booklet, and then he'll deliver it, where? when? Can he do it on time? When must the composition be finished, the presswork and the binding? And then he'll mark it *right* and not do as is so often done now, put a rush sticker on it that don't mean anything, except that every one must slap his part through while it's green, and decide every question pertaining to it during the rush of business, while they are taxed to their utmost just to print!"

"Some of you guys are taxed to your limit just to think," breaks in Rafferty, "and you make a noise like a rusty hinge every time necessity compels you to do anything that requires more than instinct."

"Well," said Bill, "there may be some truth in that. It's probably instinct that tells me I'm hungry now. Let's get the sinkers, I want to smoke and I can't smoke till I eat."

PRINTER A FINANCIAL GENIUS.

Many printers have become famous, but in the majority of cases their fame was attained either through accomplishment in literature or in statesmanship. As to finance, whoever dreamed of a printer becoming a great financial genius? Nevertheless, it is scarcely news to many printers to relate that the Hon. George E. Roberts, once a journeyman printer, is now a financier of national repute. *Leslie's Weekly* has the following to say of our fellow craftsman: "Not very many years ago George Evan Roberts was a printer, 'working at the case,' in Fort Dodge, Iowa. Look at him to-day, and you wouldn't imagine it was the same man. He is reckoned among the ablest financiers of America. Born on August 19, 1857, he is an Iowa product. He was educated in the public schools. At an early age he learned the printer's trade, on the Fort Dodge *Messenger*. By the time he was twenty-one he was proprietor of the paper. In 1882 he was elected State printer for Iowa. He was married in 1885. In 1896 he wrote a book on finance that gave him national prominence. Two years later President McKinley made him director of the Mint, a position which he held until 1907. In that year he was elected president of the Commercial National Bank, of Chicago, a position which he still occupies. He travels about the country now, advocating certain banking reforms in which he believes."

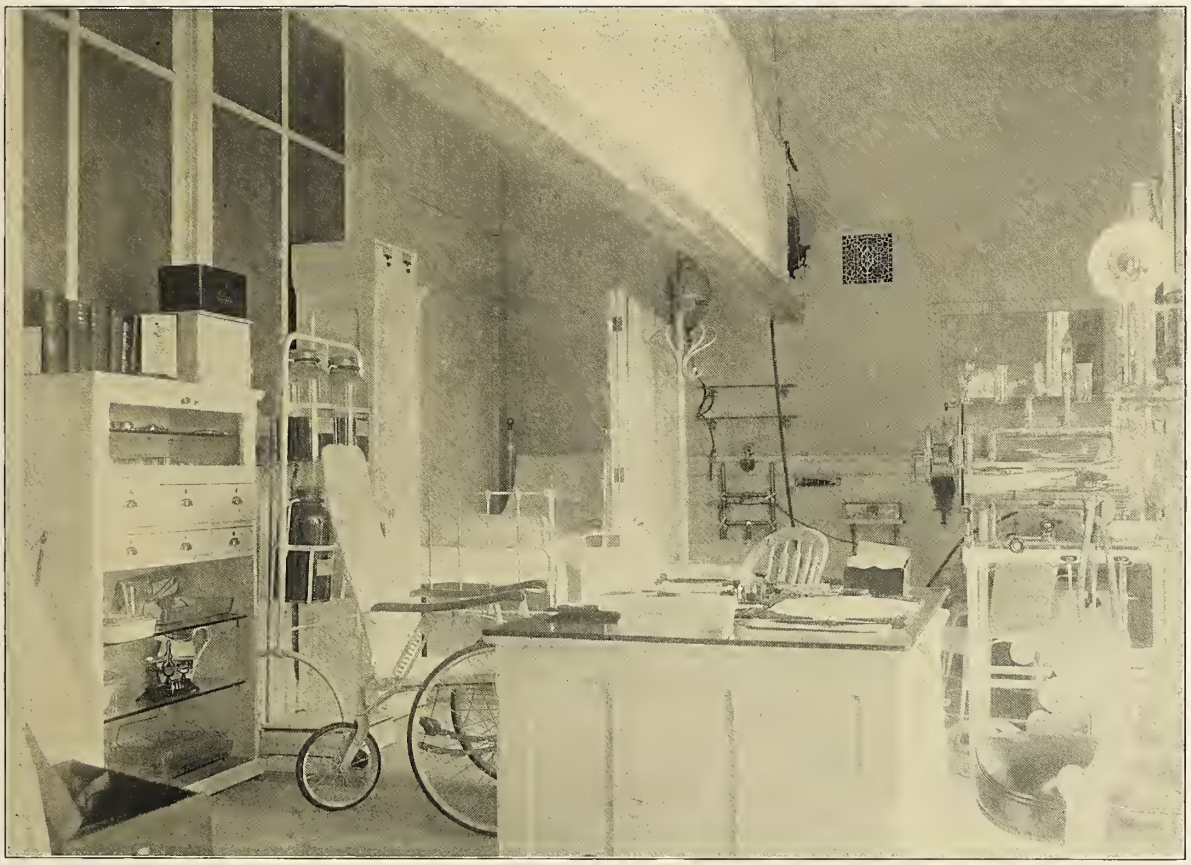
Written for THE INLAND PRINTER.

NEW EMERGENCY ROOM AT THE UNITED STATES GOVERNMENT PRINTING OFFICE.

BY WALDON FAWCETT.

THERE has recently been brought to the stage of perfection at the United States Government Printing Office at Washington a model private hospital, or "emergency room," as it is designated at this institution, which might profitably be duplicated as an adjunct of any large printing establishment or extensive industrial plant in the country. In its workings at the governmental print-shop this "first aid annex" has already been the means of effecting an appreciable saving of time and money, to say nothing of its influence as a factor in contributing to the comfort and consequent content of the five thousand employees of the largest printery in the world. The emergency hospital at the Government Printing Office, alike to other branches of that institution, typifies the last word in point of equipment and, therefore, cost a tidy sum for its installation, but the idea could be carried out on a less elaborate scale in any private plant at a very modest cost.

Even this ideal governmental hospital for printers developed from very small beginnings. Mr. Oscar Ricketts, a former Public Printer, is generally given credit for the inception of the idea, which first found expression in very limited space, a corner of one of the regular rooms in the printing-plant being set aside as a storage place for simple remedies, standard bandages and a "first-aid" kit. Almost from the outset the innovation demonstrated its usefulness. It was found that scarcely a day passed without accidents that resulted in the more or less serious injury of one or more employees of the great plant, and it was proven that prompt medical attention, even when not of the most expert kind, minimized pain and greatly reduced the loss of time from minor accidents. Furthermore, the facilities provided proved their worth in many instances by forestalling serious consequences later, as, for instance, blood poisoning, which is so often the sequel of wounds that are not properly cared for.

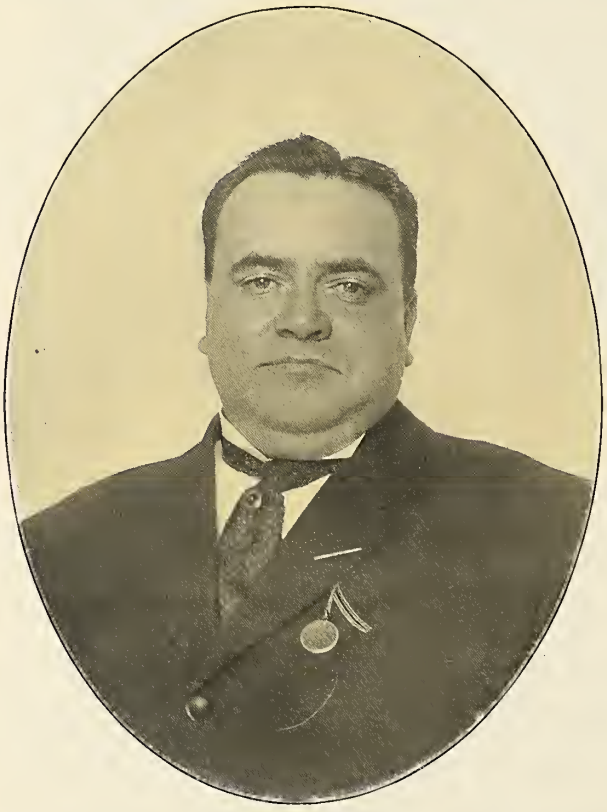


THE "EMERGENCY ROOM."
United States Government Printing Office, Washington, D. C.

As proof accumulated of the tangible value of this hospital work, the scope of operations was gradually extended, until now, Uncle Sam's print-

ers rejoice in the possession of a modern hospital, thoroughly equipped with all manner of medicines, surgical instruments and apparatus for the treatment of all manner of emergency cases. This miniature two-ward hospital is at all times in charge of a competent physician, who has an assistant and a matron. For administrative reasons, the emergency room has been placed under the jurisdiction of the Division of Sanitation of the Government Printing Office — a branch of the institution whose work has attracted the widest attention, particularly with reference to the splendid system of sterilization evolved as a foe to the spread of tuberculosis, which is so prevalent among printers as a class.

The emergency room, an apartment forty feet in length and sixteen in width, occupies space on the fourth floor of the printery at the front of



DR. WM. J. MANNING.

An ex-printer, one of the two physicians in charge of the hospital at the United States Government Printing Office.

the building, this location having been selected as the most central and most readily accessible from all parts of the plant. All the main elevators in the building pass within a few feet of the hospital door. The telephone is depended upon to keep the medical headquarters in touch with all parts of the printery, the emergency room being connected by 'phone with every room in the building. In answer to a hurry call, a combination reclining chair and stretcher is rushed at top speed from the hospital to any part of the twelve-acre printing-plant. This small ambulance has the right of way in all halls, elevators and corridors, and consequently no time is lost in getting an injured employee on the operating table if such procedure is necessary.

In compactness of its furniture and equipment the emergency room is suggestive of the hospital on an ocean steamer. Nothing has been omitted that can contribute to the comfort of the patient or aid surgical skill, but the equipment has been assembled with due reference to the limited storage space available and practically every cubic foot of space, from floor to ceiling, has been utilized. The floor of the room is of marble mosaic and the walls are wainscoted in white enamel, so that they can be kept in thoroughly clean and sanitary condition. Metal furniture and receptacles with white enamel finish are also the rule. The two ends of the room are so arranged that each may, by the adjustment of screens, be quickly curtained off as a separate ward, with every assurance of privacy. These divisions of the room are furnished in duplicate with a single bed, stationary baths, basins, washstands and a wardrobe for each patient.

In the center of the emergency apartment is a large sterilizer for dressings, and an electric instrument sterilizer is located at either end of the room. There are, likewise, duplicate medicine chests stocked with all the leading dependable remedies known to modern medical science, and instrument cases fitted with all the instruments that could possibly be needed in emergency or first-aid work. Other features of the equipment include the latest approved style of operating table, an oxygen and nitrous oxid generator, a receptacle containing salt solution, electric warming-pads, etc. One of the newest and most interesting installations is an original device for cooling the air in the hospital. Washington gets credit for being about the hottest city in the country in summer, and to keep down the temperature in the emergency room was something of a problem until the doctors hit upon their present expedient.

The fundamental feature of the cooling apparatus is a metal tube, which extends the length of the room, a few inches below the ceiling. The lower portion of this tube is perforated, and the water which is constantly led into the elevated pipe-line escapes by these vents and trickles down an expansive muslin curtain which depends from the tube, just as the ordinary curtain hangs from its roller. The curtain is several feet wide and extends the full length of the room, so that it can be appreciated that a considerable cooling space is presented. The surplus water dripping from the bottom of the curtain is caught in a metal trough,

which is suspended just below it. In order that this wet curtain may exert its maximum influence in cooling the atmosphere, a large electric fan is kept in constant operation at either end of the curtain, sending the cooled air currents to every nook and corner of the room. The idea of this temperature reducer is original with Dr. William J. Manning and Dr. P. D. Bush, the physicians in charge of the room.



DR. P. D. BUSH.

An ex-bookbinder, one of the two physicians in charge of the hospital at the United States Government Printing Office.

Not the least interesting circumstance in connection with this emergency room is that both of the physicians who are in attendance, and who are responsible for bringing the hospital to its present stage of perfection, were formerly workers in the printing trade. Doctor Manning, who suggested to Mr. Ricketts the idea of the emergency room and worked out the scheme for its creation, was formerly a compositor at the Government Printing Office and studied medicine in his spare time, ultimately graduating from the National University. Doctor Bush was formerly a bookbinder in the office and likewise acquired a medical education by the "night-school" channel. There are few busier physicians than these two men, who have come to know personally almost every inhabitant of this printing community. At the emergency room they are treating patients at the rate of considerably more than one thousand a year, nearly half of the cases being surgical and the remainder medical in character.

The service of this hospital and its physicians is free to all employees of the Government Printing Office, and there is absolutely no formality to go through in order to obtain treatment. As a rule more women than men are treated, especially for illness, but treatment as a result of accidents is confined almost exclusively to men who are charged with the performance of the heavy and dangerous work at the printery. While the emergency room is equipped to care for patients for an indefinite time if need be, the expectation is that in most cases it will be used only until a patient, if seriously ill or injured, can be removed to his own home or to one of the city hospitals. Often, however, as the result of prompt and proper medical attendance, the victims of minor accidents or temporary illness are enabled to return to work after an hour or two, whereas, if there were no emergency room and the patient had to be removed to his home, at least a full day would have been lost. The saving thus effected is valuable both to the Government and the individual. The emergency room is also proving a great protection to all the employees of the plant, through the prompt detection and isolation of contagious diseases in their early stages and before they have become a menace to those who work with the person afflicted. Finally, the emergency room is saving Uncle Sam a tidy penny each month. By the employers' liability act the Government must compensate injured employees who lose more than fifteen days' time, and prompt treatment in this hospital forestalls serious results in the case of many a victim of accident at the big printery.

THE BROTHERHOOD OF PRINTERS.

Probably in no other calling is there more need of sympathetic coöperation than in the printing business. The cares and worries that necessarily must be borne by the workers in each department are many. But these can be lightened by a brotherly coöperation of the whole force in each establishment — by a whole-souled sympathy, one with another — that will reach the point of practical assistance in the everyday struggles to overcome apparently insurmountable obstacles. As a motto for the printerman, displayed upon the breakfast table, as a reminder before he takes up his tasks for the day, this verse, taken from an old English hymn, is suggested as a possible inspiration for more kindly feeling for his fellow men:

If any little love of mine
  May make a life the sweeter;
If any little care of mine
  May make a friend's the fleeter;
If any lift of mine may ease
  The burden of another —
God give me love, and care, and strength,
  To help my toiling brother.

Written for THE INLAND PRINTER.

SCIENTIFIC COLOR IN PRACTICAL PRINTING.

NO. IV.— BY E. C. ANDREWS.

WHEN we state that red-orange and blue-green occur in their maxima or full chroma at middle value, it is equivalent to saying that this red-orange and blue-green show the same contrast with white as with black. Almost every printer knows that the right red to be used as a decorative or initial color with black type on white paper is a light or orange red the hue of vermilion. But vermilion which is made from mercuric sulphid has the bad quality of eating copperplates, and does not lay well on enamel paper. (1)

The question naturally arises why blue-green of maxima chroma is not used as much as red-orange. This is undoubtedly because of a long association of the warm colors with black and the cool colors with white. White itself signifies coolness; we dress in white clothing in the summer, we speak of "white as snow," and invariably associate green shutters with a white house, etc. If we were to print with white cover-ink on a black cover-stock, then we should have a case similar to the white house, and the blue-green maxima would be more pleasing as an initial letter than the red-orange.

Let me say again that principles once understood are more easily applied than concrete illustrations or tables of color combinations, and, although the two previous articles were devoted almost entirely to a technical discussion of the subject of value, it is to be hoped that they were not only read but *studied*. If they were, the practical application is a simple matter. On the opposite page (Plate 1, Fig. A) is a value scale, showing the maxima of the common colors, based on a classroom design, by Prof. Walter Sargent, of the University of Chicago. His water-color sketches were matched in printing-inks, which were tested, to be sure that the color shown represented an average or medium impression. This design also follows the nomenclature of Doctor Ross, and is another way of arranging the diagram of maturities, shown in Fig. 4 (May issue of THE INLAND PRINTER). For the artist there are some advantages in the six or twelve step arrangement, and I shall use the term "orange" in the discussion of this illustration in order to follow Doctor Ross. It is impossible to imitate every color exactly by the use of the three-color process, but with the exception of the blue-green maxima, which is a color which can not be gotten by process-printing and would require a separate impression, all the colors in Fig. A are very good reproductions.

You have seen (May number) that yellow in the Ross nomenclature occurs approximately at 87½ in the value scale, orange and green at 62½, etc. In this arrangement yellow is shown directly below white (100) and purple (12½) directly above black (0). The warm colors are on the left of the perpendicular line from white to black, and the cool colors on the right. Diagonally below yellow, on the left, is orange (yellow-red) at its maxima, and directly below the orange (62½) is orange at middle value (50). This middle value is produced by adding a neutral gray, made from black and white printing-ink, to the orange, or by neutralizing it with the right hue of blue. Lowering the value with a neutral gray is far safer, as there is no danger of altering the hue. It is understood, of course, that the neutral gray has a value much lower than middle value. A four-to-one mixture of neutral white with an untoned engravers' black has a value of about 10, and, therefore, a very little of this added to the orange will bring it down to middle value. Directly below the middle-value orange we have middle-value red. This is made by adding white to the full-strength red shown, carrying the red above middle value, and then adding a little black in order to overcome the thin or pinkish quality of the color.

Now, let us take up the practical application of the use of value. Besides middle-value red-orange, middle orange and middle red we have in Fig. A yellow and green brought *down* to middle value and purple, and blue brought *up* to middle value. Therefore, any of these colors, as well as the maxima blue-green, may be used as decorative colors with black type-matter on white paper. They are all equidistant from white and black, and will harmonize with white and black on account of their position in the value scale. There are other points in arriving at the best harmony besides value, but value is undoubtedly paramount. Red-orange and blue-green, since they are full chroma in middle value, are naturally better suited for small areas than the other six colors of lower chroma, but all the colors shown in the line of middle value make very interesting decorative colors, and will give the printer a far better guide than depending on haphazard and miscellaneous

NOTE 1.— The action of mercuric sulphid on copper is due to a chemical decomposition. The sulphur ion of mercuric sulphid has a greater affinity for copper than for mercury, and it, therefore, leaves the mercury and unites with the copper, forming copper sulphid, a black substance, which dulls the vermilion color as well as gradually destroying the face of the electrotype. The way to overcome this difficulty is to have the plates nickeltyped, but it is best to avoid using vermilion at all, on account of its poor laying qualities.

proofing. So far, we have considered white stock only. If the stock is tinted, and approaches yellow in value (do not confuse this with hue, as you may have tinted stock of all hues and have the value as high as yellow), the color midway in value naturally is lowered, and you may use colors which occur, roughly speaking, in the value of red and blue. If you select any color above *that* value you must lower it or bring purple up to *that* value. A concrete illustration of this point would be a red initial with black type, on buff stock, as compared with a red-orange initial on white stock.

Another very interesting example of the importance of value has been shown in certain numbers of the *Outlook*. The stock used was a light-green tint of a value about that of yellow; on this was printed an extremely dark green or green-black of about the value of purple. Thus the ink was just as much above black in value as the stock was below white. It was not necessary to have selected green; any color of that low value could have been used.

Looking at Fig. A again, let us summarize the different uses to which we may put our value scale in colors of full chroma:

Rule 1. On white stock, with black type-matter, any of the colors in middle value may be used as decorative or initial colors. The colors from the left to the middle will probably be preferred by your customer, as black is generally associated with the warm colors. The cool colors are in just as good harmony, however. It is a matter of personal taste.

Rule 2. On white stock, with black type-matter, colors which are equidistant from white and black in value, that is, equidistant from middle value, will balance, namely, yellow and purple, orange and blue, green and red, etc. Red and orange and blue and green will also balance with black type-matter, but it is generally better in a three-color combination of this sort to balance a warm color against a cool one.

Rule 3. On white stock, with a type-color of the value of purple, a single decorative color should have a value midway between that of purple and white. If two colors are desired in addition to the dark type-color, the value of one should be as much above the value midway between purple and white as the other is below.

Rule 4. On tinted stock of a high value, and with black for type-matter, a single decorative color should have a value midway between the value of the stock and black. If two colors are desired they should balance, as indicated in Rule 3.

Rule 5. On tinted stock of high value any color may be used instead of black for type-matter, providing that its value is as much above black as the stock is below white. Adding a decorative color is the same as in Rule 4.

Rule 6. If the colored stock is middle value it follows that any middle-value color may be used, providing that the chroma does not destroy the balance. (2)

Cover-white and cover-black, of course, may be used, and an additional decorative color midway in value between either one selected. Cover-black is naturally more satisfactory, as cover-white usually requires at least two impressions. If more than one decorative color is demanded, the values are as explained in Rule 4.

It must always be borne in mind that, unless cover-inks are used on cover-stock, the value of the color as shown on white stock is greatly altered by the hue and value of the colored stock. It also follows in using middle-value cover-stocks, two colors may be selected, the one as much above the value of the stock as the other is below, etc.

Now, let us look at Fig. B (Plate 1). This shows Mr. Munsell's five colors, red, yellow, green, blue and purple, in middle value and middle chroma. Directly above the line in middle value (50) are the five colors in a value of 70, that is, they contain more white, and below the line in middle value are the same colors at a value of 30. A word about middle chroma. It is impossible to obtain pigments that represent the purity of one single wave-length, such as red, separated from all others. The chroma of vermilion, for example, is about 90, if we take the chroma of the middle-value colors in Fig. B as a basis at 50. This high chroma of vermilion can not be matched in other hues, though it still lacks ten points of being pure; purity being the theoretical 100. Mr. Munsell has based his color standards on a red, yellow, green, blue and purple that have the same chroma, low enough so that he could find permanent pigments of the exact hue required for equal steps in the hue scale.

Let us analyze Fig. B with regard to the law of equal contrasts. Rule 1 will apply naturally. The middle-value colors in Figs. A and B are of the same value, although slightly different in hue and chroma. Munsell's is a five-step scale, while the Ross nomenclature is six. Rule 2 also applies. On white stock, with black type-matter, any color in the value of 70 may be used with any color in

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Note 2.— Some of the new imported stocks have such peculiarly high chromas that it is practically impossible to use them in connection with any of the ordinary colors sold by printing-ink manufacturers. Not long ago an officer of one of the most progressive paper houses in the United States picked up a sample of an Italian cover-stock, and said: "I wish you would try that stock in your advertising and see what you can do with it. In all the time we have carried it I have never seen it used with a satisfactory color combination. About all we can recommend is black or a shade of the same hue." The reason for his remark was obvious. There was no printing-ink on the market of a suitable hue or chroma.

the value of 30. Rule 3 will read: On white stock, with a type-color of 30 in value, a single decorative color should have a value half-way between 30 and 100, or 65. Sixty-five is not shown on the chart, but it is easy to select a 70-color and lower it just a little with black. If two colors are desired, one should be as much above 65 as the other is below. Say that you selected one of the 50-colors for the lower color; then the other color should have a value of 80. In that case, compare the color you desire to use with the 70-colors shown, and raise it with white. An example of Rule 4 would be a cover-stock of the value of 70, printed with cover-black, and a decorative color 35 in value. In Rule 5, if the cover-stock had a value of 70, the single color used should have a value of 30. By Rule 6 you have a choice of the middle-value colors in cover-ink for a single color or for two colors, any cover-ink of the value of 30 with any cover-ink of the value of 70, etc.

Fig. C indicates the values at which the maxima of Mr. Munsell's colors occur.

Fig. E is a diagrammatic value-scale of Ruxton's Margo colors, arranged similar to Mr. Bailey's "Diagram of Maturities" (Fig. 4, May issue of THE INLAND PRINTER). The practical application of the Margo system will be up in detail in a later article.

Figs. D, F, G, H and I will be referred to in the discussion of the spectrum, sequence of hue, and the theory of primary and complementary colors.

(To be continued.)

HE WANTS TO BE AN EDITOR.

Mr. Thomas H. Stark, advertising manager of the Louisville Paper Company, Louisville, Kentucky, writes to THE INLAND PRINTER, metrically outlining his aspirations to be an editor, even at the risk of raising the price of ink, leaving out of the question the market quotations for scissors and paste. Note that Mr. Stark proposes to think his editorial thoughts in red. But let Mr. Stark speak or sing for himself:

I want to be an editor
And with him take my stand,
Some thoughts within my forehead
And a pen within my hand.

It's great to be an editor,
To read and write the news;
To voice one's mind on politics,
And advertise one's views.

To sit in a sanctorum
And hold the public rein;
To manufacture sentiment
And otherwise raise —— Cain.

To meet the great and nearly great
As they pass in review;
To canonize or "Cannonize,"
Whiche'er I choose to do.

Some day I'll be an editor,
And deep red thoughts I'll think;
I'll righten wrong and write an' write,
Though it raise the price of ink.

— THOMAS H. STARK.

Written for THE INLAND PRINTER.

LANGUAGE WHIMS AND FALLACIES.

NO. VI.— BY F. HORACE TEALL.

ALREADY we have diverged from the consideration of language merely, as such in a literal sense, to discuss practice, or usage, with regard to certain forms. In a less strictly literal sense, this does not constitute a real digression, since we certainly can not write or print language without form, and form is even more subject to whim and fallacy than is style, sense, diction, construction, or any other phase of language. This is the nearest approach that need be made to apology for departure from bondage of any kind in these papers. They have no systematic plan, being written simply as an effort toward helpfulness to printers, especially proofreaders, in matters that demand practical attention and study.

The question as to when and how to make compound words always has been, is, and probably always must be an open one. One of the strongest reasons for thinking that it can never be definitively settled is the fact that a vast majority of the terms that are subject to the question can never be misunderstood, no matter what form may be given to them. Whether we write hat-box, hatbox, or hat box, no one can think of any meaning other than the right one; and this is true of all names made in the same way, namely, putting two nouns together, each in its literal sense, as simply the name of one thing, except in the case of some long words that would make very clumsy-looking compounds, as railroad company, business association, and others like them.

Our intention in beginning this writing was merely to add a little to what has gone before; but many facts press for consideration, and it seems worth while to yield to the temptation to present them. Most prominent is the ever-present condition that no regular practice is even widely, much less universally, established. Benjamin Drew came very near the truth, in his "Pens and Types," when he said, after noting a number of diversities as found in dictionaries: "Thus it appears that, in regard to compounding (by which we mean inserting the hyphen between the parts of a compound word), the proofreader is left to his own discretion, and can do very much as he pleases. He should, however, adopt some method by which he can approximate to uniformity in his own work; for as to agreeing with anybody else, that is out of the question." He follows this with a suggestion that shows clearly a bad fault in his

own thinking, of a kind that is far too common, and that will always prevent even approximate uniformity when it is present. He says: "Perhaps as good a rule as can be laid down on this subject is to close up the word when compounding changes the accentuation; otherwise, insert the hyphen. Thus, quartermaster has a different accentuation from the two words quarter master; therefore make one word of it without the hyphen. Head-assistant is accented like the two words head assistant; therefore insert the hyphen. By this rule schoolhouse and blackboard should be severally closed up; salt-mine takes the hyphen, saltsea (adjective) does not."

We can not take space for all possible criticism of this; but, as it is offered under the subtitle "Hints and Helps," we may find a hint and a help, though not such as the author meant. It is not nearly always true that the proofreader can do as he pleases. When he is left to his own discretion, however, the advice to adopt some method by which he can approximate to uniformity is good. Agreement with anybody else is not out of the question, for almost any possible practice is very much like that of somebody else. A most important matter is overlooked in asserting impossibility. It is that the proofreader and the compositors must agree — that is, the proofreader's method must be one that the compositor can learn, for it is unthinkable that it should be left for application only in correcting the proofs. Every office should have a full list of the words that are to be compounded.

Mr. Drew is right in making quartermaster one word, but his reason is not a sound one, because quarter master, as two words, has no use and no sense, and therefore can have no accentuation. His rule of accent evidently will not work. It did not work for the man himself, for he turned wrong end foremost in its exemplification. The rule would give saltmine and salt-sea, not salt-mine and saltsea. No change of accent is ever made in head assistant, as he says; but, instead of being a legitimate reason for the use of a hyphen, the fact is cogent in support of the correct two-word form.

A certain limited range of consistency, or uniformity, is attainable very easily; but even this must be at the expense of abandoning a widespread fad. The notion that frequent use of hyphens gives the page a bad appearance is the fad that needs to be abandoned. It is, in the present writer's opinion, very foolish and very troublesome. Hyphens systematically used are, in that same opinion, so many beauty-spots on the page, because they serve a utilitarian purpose. That purpose may be exemplified by citing the words battle-ship and war-ship. These two are now almost always printed battleship and warship, forms that are strongly repugnant to the writer's personal brand of estheticism, largely because they present no distinction in form between the word ship and the suffix -ship. Warship is too much like worship, notwithstanding the fact that its meaning and its elements are obvious. Hyphening such words on principle, becoming an automatic action after a little practice, constitutes not only the simplest kind of procedure, but serves to secure unmistakable clearness in the comparatively few instances where separation of the elements engenders ambiguity.

A man whose intention must have been identical with that indicated above once wrote, in answer to a question: "I always use a hyphen whenever two words are to be written as one." He showed the common quality of thoughtlessness on this subject, proving that he did not do what he said he did, by writing when and ever together without a hyphen, and ignoring the crucial question, When are two words to be written together as one?

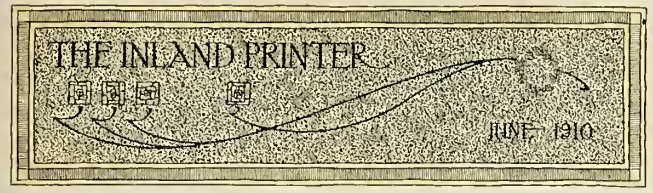
Almost as much cause exists to inveigh against unnecessary use of hyphens as against failure to use those which seem necessary. One publication of high standing will give some good examples. It speaks of the Dred-Scott decision and the Standard-Oil verdict, therein applying a principle beyond its natural limits and encroaching on the field of another, namely, that the one kind of special sign existing in the capital letters is sufficient, without the addition of the hyphen, especially when it prints Standard Oil Company with no hyphen. No term with such capitalizing should be compounded. A few other instances of needless compounding in the same print are hunting-party, commission-house, syndicate-underwritings, building-expenditures, building-activity, quieting-down. These and many other objectionable uses of hyphens may result from the proofreader's refraining from making corrections that are not absolutely demanded for correctness; for these forms are not positively wrong in the same way that wrong letters would be.

Certainly some plan should be adopted in every printing-office which can be understood alike by compositors and proofreaders, and nothing of this sort seems possible without a full list of all terms subject to question. Such a list exists in a book by this writer, and nowhere else that he knows of. Its title is "English Compound Words and Phrases," and it is sold by The Inland Printer Company. A few copies in an office, each with a change marked in it wherever a change is desired, would aid in so fixing style that the hyphen trouble would be decidedly lessened.



SMEARED — WHERE THE PRESSMAN HAS A MARKED ADVANTAGE.

Drawn by John T. Nolf, ex-printer.



A. H. McQuilkin, Editor.

Published monthly by

THE INLAND PRINTER COMPANY

120-130 Sherman Street, Chicago, U. S. A.

Address all Communications to The Inland Printer Company.

New York Office: Tribune building, City Hall square.

Vol. XLV. JUNE, 1910. No. 3.

The Inland Printer is issued promptly on the first of each month. It aims to furnish the latest and most authoritative information on all matters relating to the printing trades and allied industries. Contributions are solicited and prompt remittance made for all acceptable matter.

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One year, $3.00; six months, $1.50, payable always in advance. Sample copies, 30 Cents; none free.

Subscriptions may be sent by express, draft, money order or registered letter. Make all remittances payable to The Inland Printer Company.

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Patrons will confer a favor by sending us the names of responsible news-dealers who do not keep it on sale.

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Furnished on application. The value of The Inland Printer as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the fifteenth of the month preceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to honestly fulfill the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

The Inland Printer reserves the right to reject any advertisement for cause.

FOREIGN AGENTS.

W. H. Beers, 40 St. John street, London, E. C., England.
John Haddon & Co., Bouverie House, Salisbury square, Fleet street, London, E. C., England.
Raithby, Lawrence & Co. (Limited), De Montfort Press, Leicester, England.
Raithby, Lawrence & Co. (Limited), Thanet House, 231 Strand, London, W. C., England.
Penrose & Co., 109 Farringdon Road, London, E. C., England.
Wm. Dawson & Sons, Cannon House, Breams buildings, London, E. C., England.
Alex. Cowan & Sons (Limited), General Agents, Melbourne, Sydney and Adelaide, Australia.
Alex. Cowan & Sons (Limited), Wellington, New Zealand.
F. T. Wimble & Co., 87 Clarence street, Sydney, N. S. W.
G. Hedeler, Nürnbergerstrasse 18, Leipsic, Germany.
H. Calmels, 150 Boulevard du Montparnasse, Paris, France.
John Dickinson & Co. (Limited), Capetown and Johannesburg, South Africa.
A. Oudshoorn, 179 rue de Paris, Charenton, France.
Jean Van Overstraeten, 3 rue Villa Hermosa, Brussels, Belgium.

EDITORIAL NOTES.

THE redoubtable John W. Gates has been lured into the papermaking field. He is using rice-straw and cottonseed lint as raw materials. Should he succeed in producing a marketable paper, it will mark a new era in the industry and industrial expansion for the South, where the straw and lint can be secured in abundance.

Prosperity probably would come to printers, regardless of whether a cost system were established, could the juicy "extras" scheme be adopted which is so successfully worked on municipal governments by large corporations. However, the gentlemen who have printing contracts to let scarcely could be depended upon to take so kindly to the plan as have the official representatives of our towns and cities.

The establishment of reciprocal trade relations with Canada is progressing too slowly, in the opinion of those interested in news-print paper. The subject is one of great importance to many industries, the graphic arts among them, for there are some excellent printeries in Canada, offices capable of doing good work and captained by men ambitious to do printing for any person anywhere. If the proposal to lower the tariff wall on our northern boundary becomes a practical issue, it behooves the printing trades to see that their interests are not sacrificed.

The convention season has set in on the trade early this year. The United Typothetæ has met and gone home, but the International Association of Photoengravers will hold its meeting on June 27 to 29, at Buffalo, and after that the unions will provide at least one convention a month till the weather becomes disagreeable. With the older organizations conventions have a routine flavor; whatever excitement may occur hovers round one or two questions. Programs of the younger associations present a snappier appearance, as the addresses provided for arouse interest, yet the subjects are not especially new, and may have been discussed many times by the older organizations. While an association is in the formative state, and the spirit of enterprise is rampant, there is need of lawmakers, and, consequently, conventions. As organizations become older and more settled in policy their annual gatherings seem to lose in business interest, though the social features acquire greater importance, which evidently is based on the theory that the penchant for lawmaking should be kept within bounds, and the less the delegates do in that direction the better for all concerned.

Trade Education.

Printers should lead the world in trade education. The very nature of the business should make the printing-trades craftsman feel a certain responsibility in the general movement for greater efficiency in workmanship in all branches of industry. The printer is engaged in a calling more closely related to the education of mankind than that of any other artisan, and his attitude toward every practical innovation, the object of which is to raise the average of skill and intelligence among his fellows, should be but a reflex of the purposes and attainments of his own efforts and aspirations in his own business. But let him not forget that the proper place to begin is at home. Going out into the highways and byways to lend advice and sympathy to the general trade-education scheme should come only as the result of inspiration gleaned from efforts in his own trade. If printers would bring general improvement in skill to the multifarious tradesmen of the different industries, let them illuminate the way with skilled craftsmen of their own calling. This is the most sensible and effective method to pursue, and one which will leave no doubt as to sincerity of purpose. Moreover, it is the quickest way in which to achieve beneficial results for every one concerned.

Responsibility of Workmen.

To what extent should a journeyman printer be responsible to his employer in the matter of having his position regularly represented, either by himself or a capable substitute?

This question is suggested by the really serious annoyance and hardship to which foremen and managers have been subjected by irresponsible — and we might truthfully say unprincipled — journeyman printers. In Linotype-machine plants the abuses in this connection have reached almost the point where patience ceases to be a virtue, and drastic action of some kind must be taken.

In offices where union men are employed it would seem nothing more than justice that, in reciprocity for union wages and conditions, the fullest possible protection against loss and obstruction of business by irresponsible members should be one of the organization's first concerns. To have two or three operators, employed either as extras or regulars, fail to report for work on account of "social" obligations to be met, is anything but conducive to the maintenance of friendly relations between the head of the house and the organization which has agreed to supply him with a sufficient number of competent printers to man his establishment. Nevertheless, this is not an uncommon happening in the larger cities. And it should be plain to the different typographical unions that some measure of discipline should be established looking to the correction of this harmony-destroying practice.

It is not for THE INLAND PRINTER to say what the nature of this remedy should be, but in the interest of the whole trade, and as a matter of common fairness to employing printers, we trust that some effort will be put forth to relieve the condition as it now exists.

The Future of the Printing Trades.

At no time in the history of the printing trades has the future held such promising outlook for progress and prosperity as at the present. The chief cause of this is organization, which is bringing about a coöperative rather than an antagonistic spirit. While the organization of master printers looking to the betterment of business methods is but in a formative period, the sympathetic spirit which it already has engendered is enveloping the whole of printerdom. Individual selfishness is making way for the new and better spirit of trade patriotism.

Experience has been a patient teacher, but finally it is accomplishing what seemed almost a hopeless task attempted through the application of other influences.

We desire to congratulate the whole trade in its steady movement toward higher ground. This includes both employer and employee. With more complete organization of masters and journeymen, it is logical to assume that radical and ill-advised action will become less and less a menace to the peace and progress of the trade, and toleration and conciliation will, to a greater degree, pervade the entire organized movement.

Industrial war should have no place in the printing trades. Printers, as a rule, are progressive men in all that pertains to government and the settlement of economic questions. Is it too much to say that, almost unanimously, they are in favor of disarmament and the settlement of international disputes through arbitration? If this be granted, why not apply the doctrine a little closer home? The craftsman of the printing world should not only be in the forefront in the abolition of physical war between the nations: he should be the actual leader in uprooting the commercial paralyzer — industrial war.

Just as caution and sanity have been the natural accompaniments of growth and power in a great nation, so let us hope that the building of strong organizations of printers will be the means of eliminating the wild-eyed radical in the counsels of both employers and journeymen.

With the principle of arbitration made a fundamental in all negotiations of wages and con-

ditions in the coming years, the printing crafts are faced toward a substantial prosperity which is certain to result in creating greater opportunity for the more thorough development of the art of printing in America.

The Publishers and Mayor Gaynor.

It is to be regretted that the recent meeting of the American Publishers' Association was marred by what, to say the least, was an incident reflecting little credit upon that body and the guest it was entertaining at the time. Mayor Gaynor, of New York city, may have had every reason for an attack upon William R. Hearst, but that he should have so far forgotten good manners as to make the attack while accepting the hospitality of the editor as a member of the association is anything but encouraging to those of his friends who had begun to see in him the characteristics of a man fitted for the highest office in America. In politics, it can not be expected that men, no matter how broad and learned and honorable, will not, in times of great provocation, descend to ordinary abuse of one another, but not even a mere politician would deliberately plan an onslaught of abuse while the guest of his victim.

On the other hand, it is quite as true that certain members of the American Publishers' Association displayed a spirit which was as unfair as the conduct of Mayor Gaynor was in bad taste. "One for all, and all for one," did not characterize the attitude of the members to that extent which is expected in most organizations, and of which the Publishers' Association is frequently a notable exponent. But, laying aside entirely the matter of loyalty among members, good breeding should have permitted the representative of the attacked member to have made an explanation before his fellow newspaper men when the attack was made.

Individually and collectively, the publishers of Chicago and other cities have publicly reprobated the affair, so far as it was a breach of ethics. This mitigates the offense to some extent, and, while the whole craft has suffered, no individual of the publishers' organization will feel so keenly the injury sustained as will their honored guest, Mayor Gaynor, who had gained an enviable position in the thoughts of the American people.

Better Apprentices Wanted Everywhere.

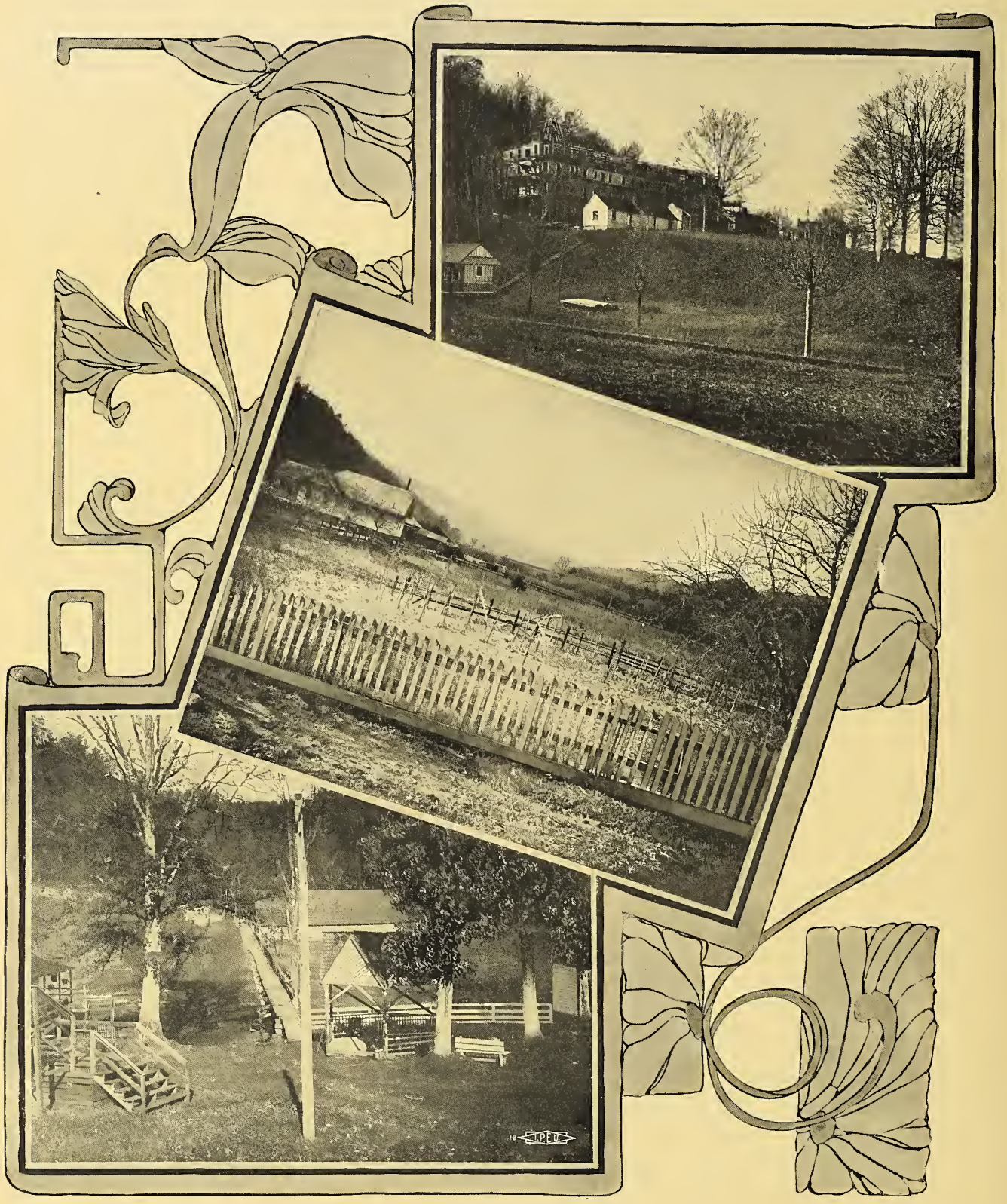
English printers have become active in a campaign for the more thorough training of boys in their trade. At a recent conference of the Midland Branches, the Typographical Association directed the attention of the employers to the necessity for a more careful selection and better training of apprentices. Through a resolution presented by one of its members, the conference asserted that a great handicap is being imposed on the trade and an injustice done the boys through their not being sufficiently equipped to take their places as qualified compositors and machine men. The association then instructed its branch officials to use their utmost endeavors to bring about such an understanding as will tend to the production of first-class workmen. One of the speakers before the conference stated he believed the difficulties could be overcome if the employers were approached on the subject and led to understand that by a more careful discrimination they would not only be benefiting themselves but the trade generally.

This appeal of printers over-sea comes from every section of our own country. It is a most perplexing question, and, in these days of specialization and concentration, one difficult of solution. It is an easy matter to point out the shortcomings of the present methods of training. But how shall they be remedied? This is the problem that must be solved, if we are to advance. Its discussion is wholesome. The agitation of the question should be welcomed by all friends of the trade. Through this means collective action may be precipitated. If conventions held in the interest of better methods shall tend to elevate the craft in the business office, probably at some future time a convention may be called in the interest of a more thorough training for apprentices in the workroom. A printers' apprentice congress, participated in by both employer and employee, should prove a boon the effects of which would be more far-reaching than those of the recent cost congress in Chicago. The result necessarily would be slower of attainment, but the benefits to the printer of the future would be of immeasurable value.

The "Printers' Apprentice Congress" should come, and undoubtedly will, some day, when all hope for material betterment through individual action shall have been abandoned.

Newspaper Men and the President.

In a recent address to newspaper men, President Taft declared that the newspaper man "who is preaching an evangel or who is helping the cause, and especially the one who takes himself seriously, is about the worst witness of events with regard to those whom his views reach." The President evidently was smarting under some criticisms of newspaper correspondents at Washington, as he added: "I speak with some knowledge, because I have had to examine that character of statesman close at hand, but I think he centers about Washington." He further indicated



HALE SPRINGS, TENNESSEE.

This beautiful mountain resort has been acquired by the International Printing Pressmen's and Assistants' Union for a "home" and "rest cure."

his belief that a newspaper man should not presume to be more than a news-gatherer.

Mr. Taft doesn't seem to have a clear conception of what constitutes newspaper work. If simply the recording of events is accepted as being the only legitimate work of a newspaper, the editorial columns and special articles should be abolished. But we believe the public is looking to the newspaper for an unbiased analysis of passing events, and their relation to men and to governments. Possibly, only officeholders and politicians should take themselves seriously, and be the source through which the citizens of a country should receive a review of, or an opinion on, movements at the seat of government. But we predict that the public will continue to read the letters of the Washington correspondents which the President seems to consider in the nature of distorted news, when in reality they are mere reviews and analyses of the acts of public men.

To tell a country editor that he must not take himself seriously is practically to say that he must exert no influence in regard to his town's government and its policy, further than that which comes from the mere chronicling of passing events. And the large metropolitan dailies stand in the same relation to the nation as the country editor does to his locality. Newspaper men of experience and ability — not office-seekers nor politicians — are sent to Washington by these journals to record their impressions of what "is doing" at the capital, so that their readers may better understand the cause and effect of certain acts, legislative and otherwise. If the readers are deceived by these correspondents, it is only a matter of time until their influence will be nil, and the newspapers which they represent will suffer accordingly.

President Taft has treated quasi-editorial work, or the analysis of events, as the recording of events. And newspaper men should not, on this account, shirk the responsibility that rightfully accompanies the profession. We venture the assertion that they will not, but there will be more, rather than less, of what causes the President to complain.

The Pressmen's Home.

Among the activities of the trade unions none is of more abiding value than the work in connection with the care of sick and indigent members. In this is centered the very essence of religious duty, and that the unions have taken it upon themselves is one of the most encouraging indications of constructive effort in the history of the organizations. The International Printing Pressmen's and Assistants' Union of North America has not only established a home but has undertaken a campaign of education on the subject of personal hygiene with special reference to measures for the prevention of tubercular disease. The administration has arranged a series of lectures, which are issued from the central office and delivered by special commissioners to the local organizations, thus wisely studying how to prevent illness as well as planning to provide curative measures. The union has secured for a home the old Hale Springs site, in Hawkins county, Tennessee, a health resort with a reputation of over seventy years. The property covers 519 acres. Over 260 acres are now in cultivation, the remainder being timber land of good quality. Located between two mountains, the "home" has an accessible altitude of 1,600 to 3,000 feet. Not less than five springs having different mineral qualities are located on the property.

It is proposed to build a sanatorium having capacity for at least seventy-five patients. There is on the property now, partly completed, a 125-room hotel. This is to be completed and used as a home for superannuated members. The cottages and hotel will be operated in connection with the hot-sulphur and mud-bath accommodations, so that members who desire to spend two or three months a year at the resort can have medical attention and all the advantages of a first-class modern health resort at cost. This new departure has come through the beneficial results that have attended the use of the hot springs, and a desire to extend the benefits of the resort to any of the members of the union who might desire to make the home the place of their annual holiday for rest and recuperation, on the payment of a reasonable sum.

A complete electric-power plant has been purchased with the property, a laundry outfit, bathhouse equipment, one ten-room house, twenty-three cottages and many other buildings of more or less importance. There is sufficient timber, stone and marble to meet all building requirements, and lumber and shingle mills have been acquired in addition to other implements necessary to make first-class lumber on the property.

It is estimated that the cost of getting the home fully equipped and bringing all the land under a complete system of cultivation will be between $75,000 and $100,000, and it is expected that with the developed agricultural possibilities on hand the institutions can be conducted on a per capita tax of 10 cents a month. Tubercular patients coming to the sanatorium for cure will be clothed free of charge. No regulations have yet been made for the maintenance of superannuated members. Undoubtedly this problem will be worked out when the sanatorium is well under

way. This is in brief part of the plans for the International Printing Pressmen's and Assistants' Union Home. The working out of the ideas of the administration will be watched with sympathetic interest by the printing and allied trades, and if good will can bring the work to successful completion there is no failure in sight.

Written for THE INLAND PRINTER.

THE RUBBER OFFSET PROCESS.

BY E. ST. JOHN.

THE genesis of this process is found in the comparatively old lithographic presses used in lithographing on tin, glass, celluloid and other hard surfaces by offset from a rubber blanket, in order to avoid the rapid wear of the costly stone. Ira W. Rubel, an American, organized a company and began in 1904 to build the first offset press for printing on paper. He died in England, where his press is still built, in 1908.

Generally speaking, the offset press is built on the plan of the rotary printing-press, except that the former has three cylinders and the dampening rollers and fountain required in the lithographic process. At the present time seven press manufacturing companies in the United States are building offset presses, in sizes ranging from 14 by 17 to 40 by 62 inches. Other American manufacturers are preparing to build, and six plants in Europe are already building offset presses.

In this process the plate of grained zinc, on which the design has been etched, is fastened on the uppermost of the three cylinders. The cylinder revolves under the dampening and inking rollers in the order named, and the plate prints on a rubber blanket that covers the intermediate cylinder. The impression on the rubber is immediately offset on the paper or other stock used. Practically no make-ready, except changes of packing for different thicknesses of paper, is required.

Some of the smaller offset presses are now running at a speed of seven thousand impressions per hour, with automatic sheet feed. Rotary feeders already on the market will make higher speeds possible.

THE KEY TO THE PROCESS.

The most important unit in this process is the grained zinc plate. Just as the best machinery, materials and skill can only show what the photoengraver has made in the shape of the half-tone plate in the printing process, so the offset process can only show the work of the etcher on the grained zinc, and the foundation of the etching is the plate itself.

The plate used in offset work is much thinner than the photoengraver's plate, the latter averaging $\frac{1}{18}$ of an inch, while the former averages only $\frac{19}{1000}$ of an inch in gage. Consequently the tonnage of the offset zinc, for the present, does not interest the rolling-mills, and, as the thinnest zinc is the most difficult to roll flat, the rolling-mills are not ravenous for this business and are turning out inferior thin zinc.

As a result, the best thin zinc is imported, and, by means of a secret process, a grained zinc plate is produced that will neither corrode nor oxidize, the only plate of the sort in the world. These plates are chemically pure zinc, to begin with, and are uniformly flat, while the American zinc contains lead and other undesirable metals and is not rolled uniformly flat.

Some offset printers are buying zinc from American mills, and do their own graining. The zinc plate is laid on the bottom of a wooden box, right side up. We fear most printers are unaware that there is a difference in the sides of unpolished zinc, but there is. It is always polished on the right side, and this is the side that should be grained. The box is fairly well filled with marbles, among which are scattered some such substances as carborundum, pumice, sand, etc., and to this olla podrida water is added. The box is then whirled on the horizontal by power and the resultant grinding grains the zinc. Such a grain answers for some work, but when it is known that the ready-grained plates may be had in fifty different grains it may be surmised that a considerable range of work can not be printed from plates grained by the printer.

The printer can not prevent corrosion and oxidation of his plates, with the result that he can not retain his etchings as made very long and must soon consign his plates to the junk-pile, while the ready-grained plates may be used over and over again and will hold the etching indefinitely. Nor can the printer get as good results from plates that he grains.

Various means are employed to put the design on the zinc plate. With a positive instead of a negative design, all work by the artist on stone may be done on zinc except that, in pen and brush work on stone, the artist uses an ink for which tusche must be substituted for the same work on prepared zinc. When etching in relief is done, the same means employed by the photoengraver in etching zinc are used.

In crayon drawing for the offset process, the drawing is made on the grained zinc, which is then dusted with French chalk. An etching solution of

chemicals and gum arabic is applied, and at the end of a minute the plate is washed off with a gum arabic solution. When the first solution is entirely removed, the plate is coated with the gum solution and dried. The work is next washed out on top of the dry gum with a washout solution, of which a thin film is left on top of the gum. The plate is washed off with water, rolled up, rosined and etched.

Additions to work on the plate, from either ink, crayon or transfer, are made by rolling up with black ink, drying, powdering with French chalk and strengthening with a counter-etch solution, which is washed off at the end of five minutes. The plate is dried and is then ready for additions by ink, crayon or transfer. The plate is then prepared for printing in the usual way.

Alterations in the design, after the plate has been printed from, are made by rolling up with black ink, cleaning off the parts not wanted with benzin first and next with pumice and a chemical solution, rubbing with felt. The plate is then washed with water, dried, dusted with pumice and treated in the usual way.

TRANSFER METHODS.

The greater part of offset printing is done via the transfer route, and any illustrative work, no matter by what process originally done, that can be transferred or photographed, may be reproduced by the offset process, so that its limits are hard to define.

In ordinary lithography, the design is transferred from an original in the positive to the stone as a negative, whence, like in letterpress, the positive is again attained by printing on paper. The offset process, owing to the extra reversal caused by the rubber blanket, requires a positive printing-plate.

The oldest method is to put the type in the platen press, ink up with transfer ink, make-ready, and print on transfer paper. This sheet of paper is laid face down on the litho stone and put through the transfer press, when the positive on the paper is transferred as a negative to the stone. In order to transfer in this way for the offset press a second sheet of transfer paper is laid face to face with the one containing the transfer and the reversal is made under pressure, producing a negative on the second sheet, which is then reversed on the printing-plate as a positive. In order to make the transfer, in each case the back of the sheet containing the impression is dampened. A sheet of rubber may be substituted for the second sheet of transfer paper. These are the means commonly employed.

An American typefoundry has recently produced some type in negative, but this innovation to be useful would have to have the full range of faces furnished the printer.

Another method is to slip a sheet of zinc under the platen-press tympan, and, when the form is made ready, this sheet of zinc is withdrawn and the transfer impression pulled on a prepared zinc plate of the same thickness; a sharper transfer can be made from this zinc than from paper.

The very finest type and engravings may be printed on the offset press by photo-litho means. The type is placed in the platen press and made ready with printing-ink, and an impression pulled on 120-pound coated engravers' proving-paper, which gives the clearest possible print. This proof is photographed and a negative used in the printing-frame to print on sensitized zinc (coated with an albumen solution). This negative is stripped (peeled off of the glass) and reversed, in some work, and in others the negative is used without stripping, and by this method the offset press can print books on any stock in excellent style. To state the possibilities of the offset press is equivalent to saying that it can do anything that the printing-press and the stone litho press can do. Only the insiders comprehend this now, but all will soon be convinced. The finest post-cards are now being shipped to foreign countries in competition with the offset and other litho work of Germany, something heretofore hardly believed possible. Many lucrative fields are opened up by the offset press. Mourning stationery, heretofore monopolized by stationers, can be done to perfection on the offset press on "any old" stock.

PLACING THE TRANSFER ON THE ZINC.

The grained zinc plate is carefully cleaned on both sides, and the reverse is wetted with water, which keeps it from slipping under the transfer squeeze. The plate is laid on a slab of iron or stone, also carefully cleaned, and the impression adjusted with any clean paper. The transfer is then laid face down on the zinc plate, with any soft paper for packing, and put through the transfer press, the back of the transfer paper being dampened. When the transfer is on the zinc the paper is wetted and cleaned from the plate.

ETCHING THE PLATE.

After the plate has been dried and any necessary touching up done with tusche, it is gummed up with a solution of gum arabic of the consistency of glycerin, and before this gum can dry the plate is rubbed up with litho ink, and, after a washing with water, it is again gummed up with the same solution and dried. The plate is next washed out with the wash-out solution, which is allowed to

dry, when it is removed with a wet sponge, and only the design remains. Enough water only to keep the design from spreading is left. Next, the plate is again rolled up with litho ink, thoroughly powdered with window-glass rosin first, and afterward with soapstone. Any cleaning off is done with the special pencils or with charcoal or pumice.

The etching solution is now applied with a brush, and, in a few minutes, washed off with water. The plate is once more gummed up and washed out, to remove rosin, etc., and the washout solution allowed to dry. The plate is then washed off with water, when it may be rolled up in any color of ink desired. It is now ready for the press.

ON THE PRESS.

The plate of thin zinc is bent on two parallel edges, as the letterpress worker bends his pressboard at the clamp edge, and clamped on the printing cylinder. The plate must be taut, else the edges of the plate will break and other troubles follow. The plate, the rubber blanket and the cylinders must be free from gritty particles.

Rubber blankets used are of mineralized rubber and imported from England at present. American manufacturers are working on the problem. As rubber is short-lived, it is better not to carry a stock, leaving that to the supply house. When the printer gets his rubber blanket it should be well cleaned with warm soft water, applying the water for some time. Some detergent like a solution of ammonia or refined petroleum is rubbed in after the water has disappeared. The rubber is next given a good rubbing-in with powdered sulphur, when it is ready for use. Of course, it is only necessary to use full blankets on full-size designs. Strips of rubber may be used on small designs.

Rubber offset printing, as it is called, is litho work. Lithography is based on the fact that most oils do not readily mix with water. Crayon and transfer inks are grease and are first placed on the grained zinc, which is then coated with a solution of gum containing chemicals that harden or tan the gum. A film of water is kept on this coating of gum while printing. The litho-ink used on the press is also grease. When the press starts the plate goes under the water or dampening rollers first. These rollers are fed from a fountain containing water, which covers only the blanks of the zinc plate and is confined there by the grease of the design, which repels it. On the other hand, the water repels the inking rollers, covered with grease, from the blanks in the design, so that only the greasy parts of the plate, that is, the design, are inked, which is the end sought.

No make-ready is needed, because the plate is flat and the resilient rubber with the pressure of the cylinders requires no overlays. Just enough pressure is used to get a clear print, in order to save both rubber and zinc from undue wear.

It looks mighty simple and is, in a way, and then again it is not, because conditions are constantly changing, and the whole process requires not only mechanical skill but some knowledge of applied chemistry, not generally considered necessary for the letterpress man. Certain papers and inks contain chemicals that eat away the etching and eventually the plate itself. Certain bronze blue and red inks cause no end of trouble. A scum that forms on the plate requires careful attention, for the tobacco-water and stale beer used on stone are useless here. If strong acids are used the solution must be weak, because there is a danger of eating away the design. Of course, anything that has been done can be learned by others with intelligence and a purpose, but close study will be required. Any letterpress man that dreams he is going to master the offset press in a week needs to wake up and put on his studying cap.

When starting a run the ink and water are prepared and the ink-rollers are raised while water is flowed over the plate. All rollers should be fairly soft. After the water is flowing evenly, the ink-rollers are lowered to contact with the plate and waste sheets run until the fountains are set. It is better to begin with too little ink and plenty of water rather than vice versa.

Whenever the press is stopped for a considerable length of time, and at night, the plate must be protected with the gum solution. The offset pressman soon becomes as handy with this solution as the devil with benzin. He sees a gum-arabic world through gum-arabic eyes, and all his thoughts and half his dreams are gum arabic.

If there is a well-etched plate to begin with, all the subsequent work is much easier and good results obtainable, but no one can get from a plate any more than the etcher has placed on it. There must be some one about the plant who is a thoroughly good lithographer, with knowledge of all its branches, because this offset business is in evolution and looms up big on the horizon.

There are some features about this work that will please the recruits from the letterpress end. Electricity is practically no trouble at all, because of the dampness, the rubber and the nature of the impression. Slip-sheets are never required on one-color prints, because there is no embossment on the back of a sheet to scratch the ink from the next sheet. These two features mean a great saving of time now lost. All papers look alike to the offset press — rough bond or coated book, ledger or news — all can be used and good prints secured.

This is not the place to enumerate the advantages of the offset press, even if it were possible, which it is not, because the pressbuilders themselves can not see the limits to this lusty newcomer among the printing processes.

THE OFFSET PRESS.*

BY CHARLES E. FALCONER,
Of the Falconer Company, Baltimore, Maryland.

TOO much has been spoken and written about the new development of a manner of printing by no means new to certain branches of the art, that, perhaps, a definition and explanation of the "offset" process and the "offset press" may be in order. Every printer knows what happens to the next sheet fed to a cylinder or platen press after the feeder has missed an impression. The ink from the form intended to be impressed upon the sheet is transferred to the tympan and the next sheet fed has an excellent reproduction of the form (except that it is reversed) upon the back. That is called an "offset," because the ink has "set off" or, transposing the words, "offset" upon the sheet. Offset printing is nothing more nor less than the utilizing of this accidental occurrence deliberately, to secure a secondary printing negative that, with the proper vehicle, would produce finer impressions and produce them with great rapidity.

Lithographers have for many years been experimenting with offset printing. Various methods of doing it have been proposed, but rejected as impractical. It was found that no vehicle for conveying or transferring the ink from the plate to the material to be printed upon was quite so obedient or effective as rubber, and the rubber blanket began to be used in lithographing upon metal, or "tinplate printing," as it is commonly called, with great success. This was a process too slow, and consequently too expensive, however, for commercial work. Many minds were studying the problem, and after numerous disappointments and failures it remained, as has often occurred in invention, for one not a practical lithographer or printer at all to discover what was necessary to produce offset printing with great rapidity, exactness of register and uniform color, and the Harris rotary offset press is the result. I mention this press by name, because to its builders belongs the credit of being first in the field with a practical machine. Since its advent, less than four years ago, other machines accomplishing offset printing by various means have been built and operated with more or less effectiveness, and the process is now an acknowledged commercial success.

The offset process would be nothing without the proper press, and that having been developed a tremendous revolution in lithography has occurred.

In this paper I propose to treat the problem of offset printing in its relation to both the lithographer and the printer and the user of their product.

In the first place, let me state my position in the trade, in order that those of you who are not acquainted with the facts may better understand my point of view. The Falconer Company, of Baltimore, of which I am president, has a comprehensive graphic plant, operating cylinder, platen, rotary and steel-die embossing presses in the typographic division, and Harris rotary offset presses in the lithographic division. Until the spring of 1907 we had our lithographing done on the outside, but being unable to get prompt service, and our business continually increasing, we decided to put in a lithographing plant of our own. We had already placed an order for a stone press, when our attention was called to the Harris rubber offset press, which we saw in operation in several establishments, and, being convinced that this was the coming method of lithographing, immediately canceled our order for the stone press and substituted a Harris. That was over three years ago and we have had no cause to regret our choice, but, on the contrary, ordered another press of the same make two years later and will soon need a third.

Although we always were typographic printers, we did not install our offset press with the idea of diverting typographic work to this machine. We did think that we might use type as an auxiliary to save cost of engraving, and laid in a supply of new type to be used exclusively for making transfers of names of officers, and other work mostly set in light-faced gothic or roman. We have found, however, only occasional need for it, as it has seemed more expedient to engrave an entire heading and have all the work in the same place for future needs. The time required to set up type, make-ready and print on transfer paper, then reverse these transfers and transfer them to the plate, is quite as much if not more, and results are not always as satisfactory as to engrave this portion with the rest of the work.

Typefounders are now casting a few faces of gothics in small sizes "positive," so that transfers may be made the same as from positive engravings, which will save a portion of the time, and as soon as a greater variety of faces and sizes is available the situation will be much improved.

From the standpoint of the lithographers the offset process has been of benefit, by giving an output much greater than that of any stone press. I am informed that a stone press, working steadily, will turn out not more than forty thousand impressions in a week of fifty-four hours, while in our shop it is easy to average in a week of forty-eight hours one hundred and thirty thousand impressions of sheets 19 by 26 inches, and on envelopes with various changes of forms over two hundred thousand impressions can be obtained, we having recently attained the limit we set on our small press on envelopes with one form, of fifty thousand per day of eight hours on two successive days.

The quality of the work is far superior to stonework, and the last impression is as sharp and distinct as the first, nothing being lost in printing, which is not the case with stonework.

We use zinc plates, prepared by our own workmen, with results fully equal to what we obtained from the prepared plates which we bought the first two years, and at less than half the cost. The advantages of plates over stones are manifold. They do not cost near so much for the same amount of surface; they take up but a fraction of the storage room; being lighter they are much easier to handle; they avoid the great expense of breakage to which stones are so liable. Besides this, they are so inexpensive that transfers may be allowed to remain on them indefinitely, and when a duplicate order comes in no time is lost in transferring, as the plate is ready and can be put on the press in a few moments. Transfers can be used over and over without any appreciable difference in the sharpness of the work. We have taken from the same plate at four separate printings an aggregate of fifty thousand excellent

* Read at the Twenty-fourth Annual Convention, United Typothetæ of America, held at Hotel Raleigh, Washington, D. C., May 17, 18 and 19, 1910.

impressions, and part of the work was reversed from an old negative engraving.

The press has three cylinders, one above the other. To the top one the plate is fastened, around the middle cylinder is the rubber blanket, between which and the lower, or impression, cylinder the paper passes. Transferring to the plate from stones or type is done precisely as in transferring to stone. Practically no make-ready is required. The press has twenty-three rollers, giving splendid distribution, and, in consequence, uses but little ink. The cost of ink per thousand average impressions is only from 6 to 8 cents. Considerable time is required to set rollers at the beginning of the day's work, and to wash them at the close. Do not expect to have no trouble. We had a-plenty from the start. The first and chief difficulty was with the feed. The sheets would crease and crinkle first in one place, then in another. After running for quite a while in heavenly perfection, trouble would begin again and sometimes half or even more than half a day would be lost getting things right.

Then we had trouble with color. We could not get the blacks strong enough. The work looked dull and flat. The reds and blues and greens were not bright and were also fugitive. There were other troubles too numerous to mention. Through it all we never lost confidence in our proposition, but patiently worked over every difficulty until we surmounted them all. Now everything is plain and easy; and, although occasionally something will go wrong, we are not long in solving the problem and getting things in shape again.

We attribute our success in handling the offset press principally to three things. First, we secured the highest-class workmen regardless of cost. Then we allowed them every facility regardless of expense. Finally, we allowed plenty of time for trial and experiment; were not impatient of delays; encouraged our men and helped them in every way we could without interference. The result is success. Our output, taking the year ending March 31, 1907, as a basis, increased as follows:

1908	2¼ times 1907.
1909	4⅔ times 1907.
1910	12½ times 1907.

This was accomplished without reducing prices a particle except on envelopes, and another item that we had formerly done on Harris automatic rotaries from curved electrotypes, which we were enabled to do at same price lithographed as printed at the same profit, owing to saving on electros and make-ready and being able to run a sheet twice the size. Envelopes we formerly had to transfer four to seven on a sheet from layout furnished by envelope-maker, and then were obliged to send a hundred to five hundred miles to be made up, paying two freights and causing vexatious delays to our customers.

Now, as a body of typographic printers, this assemblage is not much interested in lithographic problems or records. The offset press, however, has attracted your attention; it has been thrust upon you, its praises dinned into your ears, and all sorts of marvelous yarns about the ease with which you could handle it as a typographic proposition have been told you over and over again. Doubtless you have lost a few letter-heads or checks or envelopes or deposit slips, on account of the greater attractiveness of work engraved on stone over that from type or photo-engravings, but, in most cases, if you took the trouble to inquire you have doubtless found that there was slight difference, if any, against you in the price, and you had the advantage in quicker delivery. You have been told that the lithographer will take work away from you and you must buy an offset press to protect your trade. You have been told that your present employees with a little coaching will soon be able to run it, and that the expense over type-printing is so slight as to amount to very little; that you don't have to get much engraving done, but can set up your jobs in type and produce them in a fraction of the time and they will look every bit as well and cost you, oh, so much less!

Let me tell you something right here, and don't you forget it! You mustn't believe *everything* that is told you! Especially when the teller wants to become a seller. If you listen, all right; if you believe him he will *sell* you, all right. Not for Halley's comet would I charge any press-seller with deceit or misrepresentation, but sometimes our enthusiasm makes us believe things that can not quite convince cold, calculating, hard-headed practical business men.

This offset proposition, in my judgment (and I may be wrong, I am just a learner — have just jumped into the game but a short while since), is not for typographic printers; it is a lithographic proposition. If you are going into the lithographing business, then get a lithographing outfit and become a lithographer, and on peril of your successful existence fail not to buy an offset press! You will need it. In order to operate it you will need at least one pressman and a feeder, and two to three transferrers, and from four to eight engravers, according to whether your runs are long or short. For instance, a job of ten thousand letter-heads, which would require say from fifteen to eighteen hours to engrave and five hours to transfer, could be run off the press in an hour and a half! You will have to have first-class men for every position, except the feeder, and you will scour the earth to get them, and, if you succeed, it will be by paying from a third to a half more and by enticing them away from some other poor competitor, who needs every one of them and more besides, as much as one man can need another.

The fact is the game has been going on just long enough now to have absorbed all the available trained workmen, and, until a new crop is raised and ready for the market, newcomers will have to pay a pretty figure for all they can secure. Of course, this is going to make the workmen very humble and easy to deal with! They are not going to become like Oscar Hammerstein's operatic stars, and take on a little independence and temperament! Oh, no!

My advice to shoemakers is — stick to your lasts! To physicians, be not overcome of Christian Science! To you printers, the most generous, sanguine, meek and long-suffering benefactors of the human race — think several times before you assume burdens that you know not the mystery of, no matter how enticing the invitation. There are untold jobs that the cylinder, the perfecting press, the Colt's Armory, even the common little Gordon, need have no fear of losing to its offset brother.

True, the offset will print half-tones on antique cover-paper and every dot and line will show to perfection. It will do almost everything that has been claimed for it, and is yet in its infancy. But (and write that word very large), *But* it is not for you type-printers! It is a lithographic proposition. Do not attempt to steal the livery of lithographing to serve the devil in (the printers' devil, of course).

I do not mean to assert that it is impossible for a typographic printer to operate an offset press with transfers exclusively from type and to employ his own pressmen and feeders to run it. Typographic pressmen, especially Harris pressmen, and lithographic pressmen are very near

on a par in their ignorance of the machine, but the lithographic pressman has the advantage in knowing about the dampening and various matters of a chemical nature, and some of them are also familiar with printing from metal plates, so that it is easier for them to learn and they become effective much sooner.

We took an average man from our type pressroom, one who had been successfully operating a Harris sheet-feed rotary, and put him in charge of our best offset pressman, an experienced lithographer. He did all in his power to teach him, and the foreman likewise spent days helping him, but after a year we were forced to send him back to the place he came from. He got the press so tangled up and out of order that we had to get a machinist from the factory to put it in shape at great expense and loss of time.

The machine requires a mechanic to understand it and run it, and a good one at that. Sometimes it acts almost like a human being. It will run as smooth as butter for a whole day, and you leave it in the evening happy and satisfied. Next morning it gets cranky and erratic right away and keeps you tinkering for hours before it will be good and behave itself.

If your work consists of long runs, say from twenty-five to two hundred and fifty thousand impressions, and you have plenty of them, and can get the necessary skilled help, and are of a patient disposition (most printers are) and are determined to give the offset press a trial, you will at the end of six months or a year undoubtedly be a wiser man, and, perhaps, have a feeling for other offset printers that you never had before. Whether you are happier or richer depends on the environment you have been able to throw around you. Worse propositions have been attacked and put to flight.

My last word is, if you do go into the business, go into it right. Look into the merits of all machines and select the one that seems best adapted to your present line of work. Be prepared to spend money and a lot of it. Buy the best of everything and make quality your slogan. Forget not to install a cost system, and, above all things, as you hope for salvation, do not cut prices. Charge the same or more than you did formerly for your typographic product, and if you make a lot of money, salt it down. You are entitled to it. The probabilities are you will not make near as much as you expected, for everything is going to cost you more than you think. But if you do make it, it is yours to enjoy, and, when you look into your mirror in the morning, you can say to the image there reflected, "All honor to you, most worthy conqueror! You have fought a good fight and have overcome. Blessed are you among printers! All hail!" and the image will reflect your glory.

A WIDE CHOICE OF SPELLING.

A prominent litterateur of Paris, in speaking of the vagaries of French orthography, instances that the name "Dounay" can be spelled in twenty-four hundred different ways. Thus, the initial may be written large or small, and with or without an apostrophe — D'Aunay, Daunay, d'Aunay — giving three forms. Next, an h may or may not be interpolated, and may be either lower-case or capital — Dhaunay, D'Haunay, d'Haunay. The sound of au may be indicated in five ways — au, ou, o, ô, os — thus, Donay, D'Hosnay (s silent), Dônay, etc. The value of ay may be indicated in five ways — ê, ai, ay, ei, ey. Finally, one may use eight methods of ending the word, by adding either s, t, z, e, st, t with ê before t (Donêt) and ts.

FUNCTIONS OF THE POSTOFFICE.

Just as the public schools are public institutions, maintained by a general tax, regardless of the number of children you have, so is the postage rate on periodicals an educational enterprise.

It will not do to ask at this day, "Is the function of Government educational?"

Thomas Jefferson answered that in the affirmative once and forever. And Franklin prophesied a day when it would be nothing else.

The Government Printing Office is the biggest printery in the world. It provides literature, gratis, postage paid, on forestry, gardening, fisheries, the raising of Guinea hens, and over four hundred other different items pertaining to farming and manufacturing.

Our foreign consuls are all ordered to supply us knowledge concerning what the world is doing and trying to do.

This knowledge is distributed by the Government.

The Department of the Interior loans photographs and lantern-slides of thousands of most interesting and valuable subjects to any citizen of repute, all prepaid and without fee.

Geographical, geological and topical maps are to be had for the asking. Seeds and plants are distributed by the ton, with advice concerning how to get the best results for our labor.

The entire Postoffice Department is in the broad sense educational. It aims at the easy, prompt and cheap distribution of knowledge.

The Postoffice Department is not run as a commercial enterprise to make money, any more than the Weather Bureau is run to show a profit. The navy and army have no income at all, and they supply us a "deficit" of a million dollars a day. Yet, when the Postoffice Department fails to show a profit, a whole chorus of little statesmen lift a falsetto howl of pain.

If there is a deficit, let us just thank God that Uncle Sam has the money to wipe it out without winking an eyebrow.— *Elbert Hubbard, in Los Angeles Examiner.*

PARKS' PIPES FOR PRINTERS.

H. M. Downs Printing Company, Fitchburg, Massachusetts, has printed monthly for the past six years, "Parks' Piping Parables." In a recent issue the "Parables" piped a paragraph or two about buying printing, and their pertinence appealing to the printers as "good stuff," they have issued it as a leaflet, giving "what one of our customers says about printing." Here it is, and other printers could use it to good advantage, if they feel they deserve to.

> Some say we send out good printing, and to show we are consistent, I'm going to disclose the method. After consulting to some extent what is wanted, the job is turned over to the trustworthy printer to turn out to our best mutual advantage — and when the bill comes in, pay it.
>
> Competitive printing begets printing of a competitive sort; in buying it competitively we get what we pay for and no more. But in buying it the other way, we get what we pay for — and more. We get the printer — his interest, his imagination, his experience, his brains, his coöperation.

WHOSE FEET?

Pea-soup — Soak feet over night in salt and water. Boil until tender. To the stock add two teaspoonfuls of pea-powder and a little salt if needed, with a dash of pepper.— *Jane Eddington's Economical Housekeeping.*



PRINTERS' MARKS.

Reproduced from *Typographische Jahrbücher*. Drawn by Rudolph Engelhardt, former pupil of Printers' Technical School, Leipsic.

CORRESPONDENCE

While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore, correspondents will please give their names—not necessarily for publication, but as a guarantee of good faith. All letters of more than one thousand words will be subject to revision.

MR. E. C. ANDREWS ON MR. J. F. EARHART.

To the Editor: CHICAGO, ILL., May 12, 1910.

When we consider the improvements made in the last thirty years in printing machinery alone, to say nothing of the progress in the sciences, it should be evident even to Mr. Earhart that there is a possibility of some one doing a little work on color not already covered by his "Color Printer." Let me say that I own a copy of the "Color Printer." The presswork is exceptional, and, the number of colors considered, it is probably nearer mechanical perfection than any other American work on the subject of color. But we can not say as much for the subject matter. Mr. Earhart's suggestion to use brass rings of various ratios for measuring ink shows a lack of practical knowledge of the varying specific gravities of different inks. A can that holds five pounds of white will hold only three pounds of black. Unfortunately different batches of the same ink vary in specific gravity and only by careful weighing can one be sure of duplicating a given formula with any degree of accuracy.

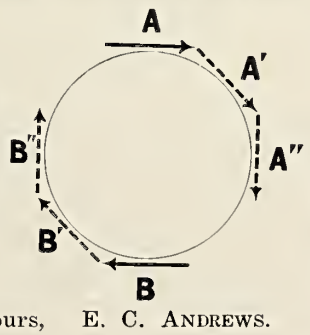
Mr. Earhart's rules for color-schemes are pedantic and not educational. Starting with inks that bear no given relation to each other in hue, value and chroma, he makes haphazard mixtures and then states that this combination is the best, this combination is next best, etc. Years ago these rules may have been of help in avoiding the worst in color combinations, but now we ask why and prefer to think for ourselves.

In Mr. Earhart's letter, in the May number of THE INLAND PRINTER, he illustrates his attitude in his authoritative "I am telling you what contrast means"—the dictionary definition be as it may. And in the next paragraph he adds evidence of his dislike for a fettered use of words, by showing that the word "direction" in his mind may be used in place of the word "circuit." Mr. James, one of our best writers, hardly needs championing, but, as Mr. Earhart was evidently confused, intentionally or otherwise, I add the following diagram, I trust, for his benefit alone:

A = man; B = squirrel.

A and B are opposite each other and are moving at the same speed around the tree in the same circuit.

When A is going east, B is going west; when A is going southeast, B is going northwest, etc., or in each successive position A and B are always moving in *opposite* directions.



Yours, E. C. ANDREWS.

Written for THE INLAND PRINTER.

FROM THE WESTERN SLOPE.

BY OUR OWN CORRESPONDENT.

APRIL proved a record month in raising an enormous sum for the proposed Panama-Pacific International Exposition. Within two hours $4,089,000 was pledged. The goal set is $5,000,000. By the way the balance is being subscribed, it will not be many days until the fund is completed. This means much to the printer and the supply man. The employer and the employee who follow the fortunes of the craft will be benefited materially by the exposition. Printers' ink will be used to advertise California and all that pertains to the opening of the Panama Canal in 1915. Reports for the days of April state that business improved over the preceding month, so it looks as though the spring revival had arrived.

San Franciscans are delighted at the success of Walter E. Brock, of the Murdock Press, in gaining the first prize in THE INLAND PRINTER'S business-card contest. Considering the large number of designs (958) and contestants (462), coming from so many States as well as foreign countries, it is a matter of local pride to have the judges decide as they did. Mr. Brock has received innumerable congratulations.

Notes from Here and There.

H. N. LARKIN & SON, of Sacramento, Cal., have purchased a Miehle press.

A MIEHLE press has been purchased by F. W. Baltes & Co., of Portland, Ore.

EDWIN J. BENNETT has become one of the proprietors of the Tonopah (Nev.) *Sun*.

C. S. TANNER, of San Francisco, has invented a patent for a stencil-printing machine.

A CYLINDER press is en route for the office of Seefer & Seiders, of the Delano (Cal.) *Record*.

R. H. W. MALONEY, of South Berkeley, Cal., is publishing a weekly paper called the *Eagle*.

B. HOYLE, of the Dos Palos (Cal.) *Star*, has purchased a 10 by 15 Chandler & Price press.

A. A. SHERMAN'S pressroom, in Seattle, Wash., is busily engaged in producing the Polk directory.

A MILLER saw-trimmer is now in the office of the Western Paper Box Company, of Oakland, Cal.

A NEW Cranston cylinder is in the office of Charters & Van Allen, of the Tulare (Cal.) *Register*.

OSCAR WILBUR, of Sacramento, Cal., has sold his business to T. A. Connolly, of the *Catholic Herald*.

THE *Republican*, of Lemoore, Cal., has added a Junior typesetting machine to its printing-plant.

THE Cayton Publishing Company, of Seattle, Wash., has incorporated with a capital stock of $5,000.

CLARENCE C. STEWART has purchased the printing business of W. S. Cauch, of San Bernardino, Cal.

LEWIS T. WILCOX, one of San Diego's best-known printers, was married recently to Miss Ruth C. Beatty.

W. H. HULSTEDE, linotyper, has accepted a position in Chico, Cal. He was formerly on the San Diego *Sun*.

H. P. REACH, manager of the California Ink Company, is in other parts of the country on business for his firm.

A 38-INCH Twentieth Century Seybold cutter has been installed by the Richardson-Case Paper Company, of Sacramento, Cal.

JOHN BOOTH, formerly with the Quick Printing Company, of San Francisco, is now connected with the Suisun (Cal.) *Republican*.

MATTHEW HAMILTON, for years editor of the Grass Valley (Cal.) *Union*, has retired, and his place has been assigned to William Hosking.

G. W. ANDERSON, of the Commercial Bindery & Printing Company, of Tacoma, Wash., visited the southern part of California during April.

THE San Francisco Lithograph Company, of 521 Commercial street, has added a type department and three presses to the lithographing plant.

GEORGE M. WOOD & Co., engravers, of San Francisco, have moved down town to 133 Geary street, their suburban quarters proving inadequate.

T. L. MILLER, of San Francisco, has secured control of the International Stationery & Supply Company as a result of a dissolution of partnership.

JUNIOR typesetting machines have been acquired by the Post Publishing Company, of Parker, Ariz., and Adams & Smith, of the Haywards (Cal.) *Review*.

BEN LEVISON, of the Zellerbach Paper Company, has been on the sick list for a few weeks. He has recovered sufficiently to be able to attend to business.

THE new Klamath Falls, Ore., paper, the *Chronicle*, has only been in existence a few weeks, yet into that time have been crowded four damage suits, the result of newspaper attacks on city and county officials. The sum

of $230,000 is asked to soothe wounded feelings, and the *Chronicle* comes pretty near holding the record — a common thing for the West.

J. B. McINTYRE, bookbinder, moved his plant from 1165 Howard street to permanent quarters at the corner of Clay and Sansome streets, San Francisco.

A BEAUTIFUL folder was produced for the Santa Fe Railway by Bolte & Braden, printers, and the Sierra Art & Engraving Company, both of San Francisco.

THE Mysell-Rollins Company, of San Francisco, has two offset presses. It is said that there is a likelihood of this firm invading the southern California field.

Jos. J. REID, who has been appointed manager of the Eastern office of the Harris Automatic Press Company, with headquarters in New York, is an old San Franciscan.

THE Smiley Lithographing & Printing Company, of Seattle, Wash., has been incorporated by Paul J. Smiley and Dallas V. Halverstad. The capitalization is $25,000.

THE Northwestern Pacific Railroad of California has issued a well-printed booklet, called "Vacation." Randall Borough furnished an original drawing for the cover.

A TEN years' lease has been secured on a two-story building at the corner of First and Mission streets, San Francisco, by the G. R. Hansbrow Company, paper dealers.

THE Franklin Printing Company, of 118 Montgomery avenue, San Francisco, is the latest firm. The members are Wm. F. Schuster, Thos. J. Dignan and Wm. J. Hanhart.

A LINOTYPE plant has been started in Los Angeles by J. D. Gilmer & Son. The former was on the *Express* advertisement force, and the son, R. D., was with the *Examiner*.

THE Eureka Engraving Company has been started in San Francisco by E. W. Barnes and Otto G. Naumann, both of whom worked for the Schmidt Lithograph Company for years.

JOSEPH SPRINGER, of San Francisco, has sold his business to Albert Springer and M. Vanderbugle, and has accepted a position as city salesman with the Keystone Type Foundry.

ED BARRY has purchased the binding department of Britton & Rey, of San Francisco, and will move to larger quarters, in order to accommodate his own and the newly acquired plant.

THOMAS PAYNE, formerly of the Beeson-Payne Company, of Chicago, has located in San Diego, Cal., and has acquired an interest in the printing-house of the H. W. Hildreth Company.

THE Star Engraving Company and the Brown Engraving Company, of Los Angeles, have consolidated. Many of the half-tones for southern California magazines are turned out by this firm.

MRS. SARAH E. REAMER died on May 5. She was president of the Pacific Coast Women's Press Association in 1899, and esteemed highly by the writers of the States this side of the continent.

LOS ANGELES has contributed to the inventive genius of the country. M. C. Neuner has patented a contrivance to aid the binding of books, and I. H. Rice has a patent for a manifolding book.

THE H. S. Crocker Company, of Sacramento, Cal., contemplates moving into larger quarters. A new building is in course of construction for this, the oldest printing firm in business in the State.

THE Berkeley (Cal.) Chamber of Commerce has decided to publish a booklet showing the advantages of living in California's beautiful college town. The famous Greek theater is to be specially described.

THE Hicks-Judd Company, of San Francisco, is moving down to the old location, on First street, near Mission. Nearly all of the suburban printers of after-earthquake days have returned to the heart of the city.

EDWARD F. EASTMAN died in San Francisco on April 26. He was editor of the *Pacific Oil Reporter*, and succumbed to two days' illness from pneumonia. Karl, a brother, is editor of the Coalinga (Cal.) *Daily Times*.

THE employers of Portland, Ore., in their new association, are doing everything within their power to urge upon members the necessity of charging right prices for printing, an art that has been lost in recent days.

H. SPENCER HOWARD, of the Berkeley (Cal.) *Courier*, has issued a special edition in honor of the mid-May celebration of the University of California, when the golden jubilee will attract educators and citizens generally.

CHARLES H. PIPER has been chosen foreman of the San Francisco *Sun*, the new Democratic daily that is booked to appear during May. A Monotype machine has been placed in the advertisement department, and all other preparations have been completed.

MARK TWAIN'S death is especially mourned by Californians. As a printer and writer of the famous gold days, he was always considered as a Western product, and his clean humor and philosophy of life leave an addition to the best there is in literature.

E. C. MCCULLOUGH was formerly one of San Francisco's leading job printers. He went to the Philippine Islands at the commencement of the war and followed his vocation. He has prospered exceedingly, and has lately paid a visit to old scenes in California.

ONE of those graceful acts that cement good feeling between men engaged in the printing business occurred on the Pasadena (Cal.) *News*. Manager Prisk ordered the name of N. G. MacKinnon, a sick employee, placed on the pay-roll for one day each week.

AN order for 150 pounds of offset black ink for the one job was placed with the E. J. Shattuck Company by a San Francisco firm. This may be a small order, under the circumstances, for some of our Eastern readers, but it was considered worthy of note by a local supply man.

RAISIN Day in California, April 30, was worth while for the printers and their associates. Among other orders may be mentioned 1,000,000 recipe folders, 50,000 posters and 2,000,000 stickers from the Fresno headquarters, and over 25,000 letters were sent out all over the country.

FERD M. and John Stich, of San Francisco, who publish a Servian newspaper, are said to be able to speak seventeen different languages between them. As a consequence, they are prepared to do printing for a good many of the foreign colonies in the metropolitan city by the Golden Gate.

THE Oakland (Cal.) Lithographing Company has invaded the whole printing field. An offset press, a Potter press, perforator, stitcher, 48-inch ruling machine, power bronzing machine, numbering machine, Dexter cutter and other necessities, show that the company has branched out in a thorough manner.

THE agreement reached between representatives of San Francisco and San Diego over the site for holding an exposition to celebrate the Panama-Pacific Exposition will help printers. The smaller city will hold an exposition of its own on a minor scale, and the result will be more printing than would otherwise be the case.

EXTENSIVE shipments of ink to Australia and the Orient, as well as an order for cutting machinery placed in this country by the Chinese Government for the Chinese Imperial Bureau of Engraving and Printing, at Pekin, has caused supply men in the West to seriously consider the possibilities of the new field.

THE Zellerbach Paper Company, of San Francisco, has a white elephant on its hands in the shape of an attachment on the Japan Printing Company, to satisfy a judgment for $2,187. As a result, 230,000 pieces of Japanese wood type, accompanied by some dilapidated office furniture, is on the market, with a very poor prospect of a buyer.

W. M. LANGTON publishes a paper in Honolulu called *The Paradise of the Pacific*. In addition, he cares for all the job and book work that comes his way. A code-book of over one thousand pages is in his office, and he has acquired a No. 3 Miehle press and a complete bindery department in order that the job may be completed in the one shop.

NO. 5 LINOTYPES have been purchased by the Journal Publishing Company, of Cœur d'Alene, Idaho, the Signal Publishing Company, of Weiser, Idaho, and the *Daily Alaskan*, of Cordova, Alaska. Additions of this same style of machine are reported by the *Inland Herald*, of Spokane, Wash., and the *Daily Star*, of Tucson, Ariz. The *Star* also has a Miller saw for the composing-room.

HARRY W. BRINTNALL and E. C. Bickford have opened a machine shop in San Francisco. They sell machinery to printers, bookbinders and lithographers. Mr. Brintnall was known as the Dexter cutter and folder representative and Mr. Bickford helped to sell the product of the Seybold Machine Company, of Dayton, Ohio. These gentlemen have a new platen-press ink-fountain on the market. It is said to be quite an addition to office requirements.

PROF. E. J. WICKSON, of the Agricultural Department of the University of California, and editor of the *Pacific Rural Press*, was tendered a reception in Berkeley on May 9, in commemoration of his twenty-fifth anniversary as a university professor. The college faculty presented Mr. Wickson with a gold watch. The recipient of the esteem of his fellows is an authority on agricultural and horticultural pursuits. Years ago he was agricultural editor of the Utica (N. Y.) *Herald*.

THE Keystone Type Foundry, of San Francisco, has secured the agency for the Seybold Machine Company, and has installed a department to make steel chases, the most complete of its kind in the West. The steel is purchased in carload lots in the East and skilled mechanics do the rest. While there have been sources of supply for chases here, yet they were not really adequate to fill an extended demand. As it stands now, the Keystone Type Foundry is prepared to fill all orders, and guarantees a chase that will compare with the best made elsewhere.

THE San Francisco Board of Supervisors has had five proposals submitted for lithographing the bonds of the Geary Street Railroad, the lately acquired municipal street transportation system, which has to be reconstructed and made up to date. Efforts of the United Railroads to thwart the wishes of the citizens have proved futile so far in the lower courts, and there will be considerable printing to give out if all legal barriers are passed. To show how bids vary, the five estimates range from $549 to $2,000.

Written for THE INLAND PRINTER.

PRINTERS' PARADOXES.

BY HENRY EDSON WILLIAMS.

Throw in a handful of good cheer now and then.

Don't get out of sorts, Mr. Printerman, or it's you for the hell-box.

Watch your copy diligently while setting up your life story. The Eternal Proofreader will mark all your outs.

If you don't want the devil to make an apprentice out of you, be careful how you pi your neighbor's good name.

See that you live up to the point system. In such a matter as life, do not allow yourself to be a small primer.

Are you still hunting for that lead-stretcher called easy money? Forget it. Get busy and learn the trade of living.

Don't make a display advertisement out of yourself, unless you are there with some good solid brain-stuff to offset the big type.

When you are making up your character form, eliminate the dutchmen of deceit, else your form will fail to lift in the universal lock-up.

TYPOGRAPHICAL ACCURACY.

Blue-books have a reputation for typographical accuracy almost equal to that of the famous Clarendon Press, which is said to offer a guinea reward for the detection of a single printers' error in the edition of the Holy Scriptures. A "cancel" note, just received from the king's printers, shows the remarkable anxiety to insure correctness. It informs us that in a chart attached to the "Army Medical Report for 1908," there is a misplaced dot. Can this example of minute corrigenda be beaten? — *London Chronicle.*

Compiled for THE INLAND PRINTER.

INCIDENTS IN FOREIGN GRAPHIC CIRCLES.

BY OUR SPECIAL CORRESPONDENT.

ENGLAND.

A PRINTING-TRADE school, to be established at Edinburgh, is being seriously considered.

THE executors of the estate of the late Lady Campbell Clarke have turned over £250 to the Printers' Pension Corporation.

THE will of the late Robert Hoe, the pressbuilder, distributes an estate in Great Britain valued at £112,965 net ($528,880).

THE pioneer in offset printing is believed to have been one George William Jacob, of Hoxton, who, in 1847, received a patent for a method of printing which contained the germ of the present-day offset process.

THE forty-second annual soirée and concert of the employees of the noted printing and publishing house of W. & R. Chambers, was held March 25 last. The chairman of the evening, in his speech, referred to the number of the house's employees who had served it fifty years, there being fourteen of these. One, the foundry overseer, Mr. Hugh Mackay, achieved a record of sixty years.

SO FAR, the best record of any British paper in the matter of size, or number of pages in any one issue, was made by the London *Times*, which, on January 28, last, produced a special "South American" number, consisting of eighty-eight pages and weighing two pounds and two ounces. The best previous record was also made by the *Times*, with an issue of seventy-two pages, this being called "Empire Day" number, and appearing on May 24, 1909.

AFTER much negotiation and controversy over the matter, the London pressmen's union and the employers have agreed upon a wage-scale for pressmen engaged temporarily to assist in getting out hurried work. Such extra pressmen are not to be paid by the hour, but are to receive 9 shillings when the engagement lasts but one day; 17 shillings for two days, and 24 shillings for three days. Only a half-day is worked on Saturdays and is paid for in the same proportion. Extras working (not over twelve hours) are to receive 15 shillings per night, for two nights or less; for three consecutive nights in one week the pay is 43½ shillings; for four nights, 54 shillings.

THE Circulating Libraries' Association has notified the leading publishing houses that its members will hereafter "not place in circulation any book which, by reason of the personally scandalous, libelous, immoral or otherwise disagreeable nature of its contents, is, in our opinion, likely to prove offensive to any considerable section of our subscribers." Copies of new novels must hereafter be submitted to the association one week before publication, and its members will not handle any book not so submitted. The members will also advise one another regarding doubtful or objectionable works and will not circulate any books which any three members believe to be undesirable.

ON April 1 last occurred the death of Frederick Wicks, at Halfway Lodge, Esher, aged seventy. Mr. Wicks was an inventive genius. Though not a printer, but a mechanical engineer, he devoted most of his attention to typesetting, distributing and casting apparatus. His most noted achievement was a rotary typecasting machine, whose speed was most remarkable, though as much could not be said of its product. The casting of sixty thousand letters per hour was said to be possible on this machine, yet, somehow, it did not seem to be a success as a business proposition, and it is doubtful if the typefoundries of England felt its presence, though several companies were organized to exploit it and its product. An attempt was even made to invade the United States with a type-manufacturing company, which was to put all the other type concerns out of business, but after a few splurges in the way of advertising it was not heard from again. If the linecasting machines had not lessened the demand for body-type Mr. Wicks' machine would, perhaps, have achieved a higher degree of usefulness. Mr. Wicks also invented a composing machine to set his type, which, because of its cheapness, was not distributed, but recast. In his last days he worked at the construction of a machine which was to cast and set type, and which, he prophesied, would revolutionize composing-room practice.

GERMANY.

GERMANY'S export trade in post-cards in 1909 declined 9,155,000 marks ($2,178,890) from the exports of 1907.

THE first examination of the pupils of the newly established Berlin "Journalist High School" took place on March 15.

THE city of Berlin has a yearly income of 400,000 marks ($100,000) from renting the space on its system of special posts erected for the purpose of displaying posters and other advertising matter.

IT may not be generally known that bronze powders were originated by a monk at Fürth, near Nuremberg, in Bavaria, about three hundred years ago. The idea was based upon a utilization of the scraps and cuttings of "Dutch" gold leaf in binderies.

THE firm of Baier & Schneider, printers and account-book manufacturers, at Heilbronn a. N., has set aside a fund of 10,000 marks, of which the interest is to be expended for sending children of the officials and workmen of the house to recuperating and bathing places, as may be found necessary for the benefit of their health.

ON the occasion of the *Volksblatt*, of Cologne, attaining its fiftieth year, its publishers presented 15,000 marks and the interest on an endowment of 60,000 marks to a sick and invalid fund instituted for the benefit of its employees. In addition, Frau Katherina Bachem, the widow of the founder of the paper, has donated 3,000 marks, to assist in special cases.

DIVISION V, of the Bavarian foremen's union, celebrated the one hundredth anniversary of the invention of the power press, last Easter Monday, by visiting the grave of the inventor, Frederich König, at Würzburg. The ceremonies consisted of decorating his last resting-place with flowers and the singing of appropriate hymns, followed by memorial addresses by several speakers.

THE publishing house of Breitkopf & Härtel, of Leipsic, has just bought and added to its own plant the printing-office of Brückner & Niemann, a firm of thirty years' standing in the same city. Breitkopf & Härtel now operate 11 Monotype machines, 50 letterpress cylinders, 11 lithographic power presses, and many hand and platen presses. They employ 850 people, including 200 hand compositors.

A WRITER in the *Literarische Praxis* argues that dated articles and telegrams should always give the year as well as the month and day, and to gain room for the year figures suggests that, instead of setting, say, "Berlin, Nov. 24," one should set it "Berlin, 11, 24, 1910." It is answered that an excessive use of figures is unsightly in printed matter, and that it would become monotonous to see the year repeated so much in a newspaper. Nevertheless, the idea

of adding the year in each date is a good one, as all who save clippings will testify. Your correspondent's scrapbook, for example, contains a large proportion of clippings across the face of which he has found it necessary to write the year of publication, as information very useful for future reference. Ideally, all matter liable to be clipped for subsequent consultation (and what matter is not thus liable?) should be clearly dated. Even on jokes, dating would not be far amiss.

THE National Museum at Munich has been presented with an old hand press, dating from 1835, on which at that time four thousand copies of the *Schwarzwälder Bote* were printed in from ten to twelve hours. To-day this publication is printed on two rotaries, with a capacity of thirty thousand copies per hour. The old press was donated to the museum on the occasion of the seventy-fifth anniversary of the *Bote*.

TO ENABLE one to receive letters under cypher, the Imperial Postoffice Department of Germany is now issuing "*Postlagerkarten*" ("general delivery cards"), at a rental of 25 pfennigs (6 cents) per month. Just as one may have answers to want advertisements addressed to, say "A-390, care of *Berliner Tageblatt*," one may now have one's replies addressed to "*Postlagerkarte Nr.....*" The new order does not as yet obtain in Bavaria.

THE number of periodicals issued in Berlin in 1898 was 947; in 1908, 1,334. Of these there were subscribed for at the postoffices in 1898, 1,083,700 copies; in 1908, 2,634,200 copies. Much of this increase is doubtless due to the fact that the German Postoffice Department encourages the press by acting as subscription agent for the newspapers and magazines, which is considered a great convenience by both the publishers and their customers.

AS INDICATING how Germans appreciate their beloved poet Schiller, recent statistics show that over two hundred million volumes of his works have been sold in the fatherland, from 1850 to 1900. Their value represents a milliard of marks. But, as Schiller died in 1805, this popularity was of no benefit to him. Like most poets, he was ever bothered by lack of money, and his early death is believed to have been due to his financial troubles and a constant struggle to make both ends meet.

IT is reported from Munich that Dr. C. von Arnhard has invented and patented a photographic method of reproducing illustrations and letterpress without the aid of a camera. By means of a special frame he secures the contact of the original with a sheet of specially prepared silver-bromid paper. From the back of the latter he projects through it the rays of an "Osram" lamp, which, being reflected back from the subject, actinically affect the sensitized surface. This being developed gives a copy in reverse. From this positives may be secured, or printing-plates produced by the usual photoengraving methods. Doctor Hauberrisser recently demonstrated the new process before an interested gathering of scientists, librarians and military officers, at Munich. The idea is certainly novel, and if it proves practicable will meet with a general welcome from the graphic trades.

FRANCE.

IT is shown by statistics that thirty per cent of the compositors and as high as sixty-five per cent of the lithographic draftsmen of France suffer from shortsightedness. The conditions under which they work are blamed for this alarming defect.

M. DE QUILLACQ, of the Foucher typefoundry, at Paris, has completed a new typecasting machine, which produces type at a rate of fourteen thousand letters per hour. It is announced that the machine is on exhibition at the Printing Trades Exposition in London. Four Parisian typefounders are now installing the new machine.

BELGIUM.

IN order to encourage regular attendance, the Brussels Typographical Committee has decided to collect an advance fee of 5 francs from students attending its courses of instruction, which fee will be returned to those who attend punctually, supplemented by a share of the fees forfeited by those who are remiss in their attendance.

A SECOND international congress of medical men and others interested in diseases caused by work at trades is to be held at Brussels, on September 10 to 14 next. The first congress was held at Milan, Italy, in 1906. Lead poisoning and eye diseases among printers are included in the list of discussions and investigations to be taken up.

SWITZERLAND.

THE technical trade school of Zurich, which includes classes in composing, presswork, binding and design, began its summer term on April 11 last. The tuition fee is 30 francs, which includes a charge of 10 francs for the use of material.

THE oldest printer in Switzerland, Johann Baptist Elsener, has just died, in Zurich, at the age of eighty-five. To the end of his active days he worked on type as small as eight-point without the aid of spectacles. Beginning at the age of fifteen, he continued seventy years at the trade.

SPAIN.

A REMARKABLE edition de luxe of "Don Quixote" was recently issued at Barcelona, by Octavo Viader. Six copies were printed in text-letter on sheets of very thinly cut cork, with some of the larger initials illuminated by hand. The work is in two volumes, weighing less than a pound each, which are bound also in cork and inclosed in a crocodile-leather case. A copy of this "Don Quixote" sold in England brought $50.

HOLLAND.

AN international congress of lithographers will be held in September next, at Amsterdam. One of its features will be an exposition of high-class lithographic products from all countries represented in the congress.

AUSTRIA.

HERR FRANZ PLENTL, founder of a fancy paper factory at Graz, died recently, at the age of ninety-six.

BIBLE A PERIODICAL.

William Thompson, manager of the Kalamazoo Stove Company, speaking of the human-nature element in advertising, in *Printers' Ink*, recites some interesting experiences in his correspondence with prospective customers. Among numerous humorous letters received by Mr. Thompson is this one: "I saw your ad. in every periodical I ever knew, and every periodical book I ever read, except the Bible." The manager says that he at once queried his advertising agent concerning this oversight, who replied that he "didn't have the rates." Here is another: "Replying to your catalogue, will say my wife has left me, and I can't tell if she'll ever come back. If she don't then I don't want the stove." A wife as a premium with a stove might have been a winner.

MACHINE COMPOSITION

BY JOHN S. THOMPSON.

The experiences of composing-machine operators, machinists and users are solicited with the object of the widest possible dissemination of knowledge concerning the best methods of getting results.

Death of Frederick Wicks.

The death of Frederick Wicks, inventor of the Wicks composing machine and Wicks rotary typecaster, is announced. Mr. Wicks was seventy years of age and was a journalist from his early youth. His composing machine was, perhaps, the simplest ever invented, while his rotary typecaster is capable of turning out sixty thousand types an hour. Both machines are still in use in England. At the time of his death it is said he was at work on a machine for casting and setting type.

Demand for Linotype Operators on Foreign Languages.

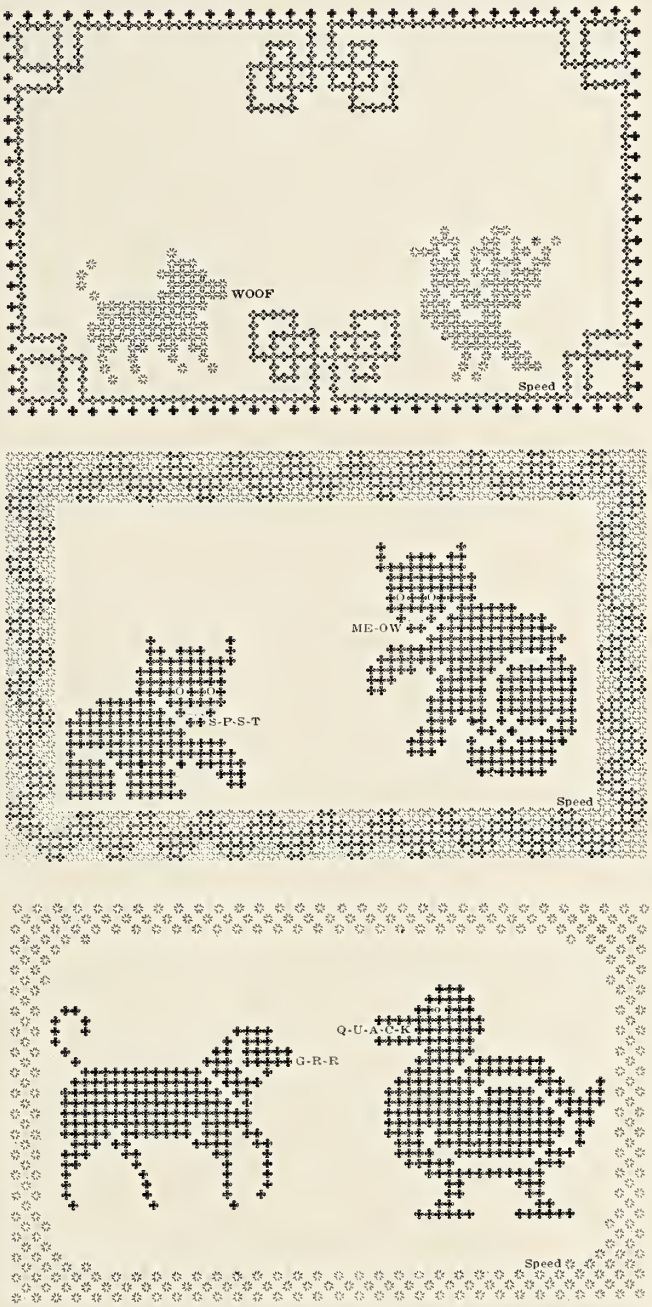
The Mergenthaler Linotype Company informs us that they have frequent requests for operators who can set foreign languages, particularly Spanish, on the Linotype. There seems to be an unusual demand just at present in the South American countries for Linotype operators. They would be glad to hear from operators who can set either Spanish, Portuguese, Bohemian, Polish, Russian, Swedish, Italian, or, in fact, any foreign language. It is their intention to maintain a list of operators who have filed applications with them, so as to have some one always available when a request of that kind is received.

Mouthpiece Out of Position.

An Ohio operator writes: "Could you give me information concerning the bad face of the few end letters of the enclosed slug? The holes in mouthpiece seem to be free and open, so I can not account for it, and the metal seems hot enough; in fact, too hot, in my opinion. It acts in that manner only on the wide measure." *Answer.*— The imperfect face on your slugs is due to the mouthpiece being out of proper position sidewise. You will note by examination that the jet or hole on the left end of the slug is not entire, being partly cut off the heel of the left-hand liner. To remedy this defect, you may move the mouthpiece toward the keyboard about one point. This will cause the jet to come wholly inside the mold cell and then the metal discharged at this point will enter the seat of the matrices in good volume instead of in a spray as now. If you find that moving the mouthpiece is impracticable at present, then drill a hole between the first two holes and above them.

Sprung Elevator Jaws.

J. L. B., an Ohio operator, writes: "I am sending you a matrix to-day, taken from the machine. This was a blank quad line. The first time it cast all right, but on the recast a squirt occurred and this is what happened to the matrix. What's the matter with it? I backed up the machine and looked up my book, but it did the same thing over again, and kept on doing so until I fixed it. But it seems to refuse to remain fixed. I took off the first-elevator jaws and trued them up very carefully, and was extra careful in replacing them. This stopped the trouble for about a day, then I had to do it all over again. If you can give me some new tack to work on, it will help me a lot, as I haven't got it yet. It seems, however, that I true



Some of the Linotype post-cards made by John H. Speed, 221 N. Second street, St. Louis, Missouri.

up the jaws and get them so that they will admit the matrix just freely, with no room to spare, and it will work along all right for about a day, then I get the same thing again, and upon examination I find the jaws slightly separated again, say about a point and a half or two points, yet there seems to be no extraordinary strain in the break-away after the cast—that is, not any more than ordinary. This occurs on a roman-line recast, not on a blackface." *Answer.*— The damage to the matrix is, of course, from the mold. The line evidently was not squabbled when it cast first, but became that way on its second

descent. This was probably caused by the back jaw, which, having been deflected, due to some strain, does not hold the matrices in place, as the back ear has insufficient support. This matrix, however, appears to have received its injury after it had moved to the right. Had the damaged matrix been at the left end of the line, would say that it was due to the yielding finger being out of position. The jaw may be deflected backward, due to the weak resistance offered by the jaw-guard. Note whether the large round-head screw, which supports the plate in the back of the intermediate channel, is tight. It should prevent the back-elevator jaw yielding as the slug is stripped from the matrix line. Note also if the elevator gibs are as tight as they should be. Measure with an inside calliper between the front and back jaw on the right end, then on the left. Make a note of these measurements by a remeasurement with the micrometer, then, after a few hours, measure the right end again to note if any change has taken place. Sometimes the separating block between the two jaws becomes damaged and does not permit a proper alignment of the jaws by the two screws. Suggest that the left screw be brought only to a bearing, while the right one be made very tight. This will tend to prevent the troublesome occurrence.

Assembler.

A North Dakota operator writes: "When assembling a line of matrices it quite often happens that a thick matrix is pushed too far toward the left and the next matrix following will, therefore, fall back on the star-wheel and fail to go into the pawls on assembling elevator. Then, should you use a spaceband, chances are, a transposition. Some spacebands are also shoved very far to the left and some matrices fail to go into the pawls at all. The star-wheel seems to catch the under part or lower part of the matrices and shove them to the left, while the upper part fails to go into the pawls. The star-wheel is new and the pawls are working free and easy. The matrix catch-spring also works good. There is a space of a cap 'W' between the chute and the rails. I can bend it any old way and it will not remedy it a bit. The machine runs a little better than six lines a minute. I have tried everything to fix this trouble, but I can't do it." *Answer.*— The chute-spring should have fredom of movement to the left; its points should incline upward a trifle. If the assembler slide is greasy, or if the brake fails to bite properly, it will move to the left farther than it should when a thick matrix enters. Examine these parts and clean them all with gasoline.

A Remedy for Leaky Mouthpiece.

A Michigan operator writes: "I notice several correspondents having trouble with leaky mouthpiece and your recommending litharge. From experience I have learned that if your correspondents will grind in the mouthpiece with emery, so it will have a good firm bearing the full length, and use sperm oil as a cement, I will guarantee no leaks. The sperm oil I get at the drug store. It can be tested by putting some on a hot mouthpiece, and if it leaves a gummy deposit it is O. K. for the purpose. Can you suggest a remedy for matrices jumping out of assembler elevator? It is usually the first matrix in the line, although sometimes in the middle of a line. Chute-spring is O. K., according to Mergenthaler Company's instructions." *Answer.*— If you have a uniform contact by grinding the two surfaces to a true bearing, there is no need of cement at all. In default of a close fit the need of a cement to make a close joint is imperative. The reason that matrices bound from the assembler may be due to having too much space between the rail and the chute; to having the brake inoperative by a loose spring or worn corners; by having the catch-spring back too far. Also, if these matrices are from the first eleven channels, it may be due to the lower end of the first-assembler guide being too far from the chute-spring. Examine each of the foregoing for the cause.

Knife-wiper.

An Iowa operator writes: "The first elevator does not seem to settle at normal position as it should, coming to that position with a slight vibration at times. It seems to be worse when the first elevator is oiled. It slides easily in the gibs, and the trouble does not seem to be at that place; neither is it in the ejector, as I have tried the machine with that out. What troubles me is that it does stop all right about three out of every four lines. It makes no difference whether the machine is ejecting a slug or not, and the connecting link at the bottom of the elevator seems to be working all right. In fact, I have tried everything that would affect the movement of the elevator in the least. Furthermore, an inspector told me it was all right, but I am satisfied in my own mind that it is not. Would appreciate it if you would write and post me on the different things that might cause this trouble." *Answer.*— Remove the knife-wiper, and, while it is off, run your machine for an hour or so to determine if the trouble is present. The knife-wiper often causes this trouble. If you find that it works all right with the knife-wiper out, then replace it and place a wad of oily waste in the opening in which the rod moves up and down. This will keep the rod lubricated and prevent metal lodging there.

Pot Mouthpiece Misplaced.

A Cincinnati (Ohio) operator submits two ten-point slugs. One shows a sharp face; on the other slug the last two letters on the right side show imperfectly. The letter of inquiry is as follows: "Recently I took charge of a machine that was in bad shape. It is now working O. K. with the exception of the slug at one end, which at times gives a bad face. In setting eight-point solid I get a good face; if leaded by using ten-point liners the last two letters at the right end appear imperfect. If I build up the eight-point liners with two-point brass rule, the face appears good. Borrowed a mold from a near-by office, but the result is the same. I purchased a new right-hand liner, but it gave no improvement in the slug." *Answer.*— The slugs show that the mouthpiece is not in the proper position sidewise. It should be removed and placed so that the first jet on the right-hand end will show full inside the heel of the right-hand liner. When this position is correct, place a mark on the crucible in line with the vent leading from this hole, which will serve in the future as a guide in replacing the mouthpiece. The imperfect face on the right end can be remedied, if still present, by increasing the depth of the first two cross-vents on the right end of the mouthpiece. This allows the air to be more readily expelled from that corner of the mold. The adjacent jets must be free from oxid or other obstructions.

Burred Matrices.

A Dakota operator writes: "Following your instructions, I put a thin film of ink on the upper part of the metal piece which takes the place of the assembler glass, and found that nearly every matrix had a small ink spot on the lower front ear; this ear being the one that was damaged. It seemed to occur more often on matrices from

the first twenty-four channels, though once in a while a capital-letter matrix would show an ink spot. I took the metal piece off and examined it, and found that the matrices struck it about one-sixteenth of an inch from the top end. The top edge of the metal strip is beveled on the inside, or, rather, rounded off. I have also examined the assembling elevator and can find nothing at fault there. It is the simplest assembling elevator I have ever seen. I am quite sure that that burr on the lower left ear of the matrix is caused by the matrix striking the abrupt bevel on the inside of the upper part of the metal piece. I have dressed it down just a trifle, but I decided to wait until I have received further instructions. Concerning the greasy graphite on the casting point of the matrix, I am at a loss to say how it got there, because the mold was thoroughly cleaned before it was put in, but I will examine the machine immediately and I don't doubt that I will find some more of that vaselin oozing out. Would it be a good plan to dress off that burr on the damaged matrices?" *Answer.*— The assembler piece which you dressed off to a greater bevel might be made smooth with fine emery-cloth, and the burred matrix ears may be dressed with a fine file. It would also be a good plan to clean with gasoline the distributor screws, box and the other parts that the matrices have contact with. No doubt there is some vaselin present somewhere.

Facewise Alignment.

A Wyoming operator writes: "(1) What happens when large and small mold-cam shoes become worn, especially the latter? (2) On transfer of line to second elevator, spaceband is occasionally left in channel. On my machine it is necessary to hold transfer finger from jumping to left, otherwise the guide on elevator does not connect with slide when elevator starts down. (3) What causes rounding of lower edges of matrices? (4) Occasionally, the last matrix in a full line, without being tight, does not seat properly in elevator jaws, and mold coming forward will bruise ears. (5) A trouble I had in using slugs on jobwork: the face of some letters become warped and it looks like the metal had tried to adhere to the matrix in the cast of line. I do not think this can be caused by old metal, as trouble has occurred with new metal as well. On examination, the matrices seem all right and are not filled up. Is there any preparation which will restore the original bright appearance without filling up the vents, into which the metal is forced, or what would you suggest? Am enclosing a sample-sheet of jobwork, in which underlined letters are caused by metal seeming to warp or acting as though not enough force to get metal good and full into crevices." *Answer.*— (1) When the pot-cam shoes wear, they should be replaced with new parts. The result of such wear is that you will have imperfect face alignment and a weak lock-up between the pot and the mold. (2) When a spaceband remains in the intermediate channel after a line is transferred, it is usually due to the back ear slipping off of its groove in the intermediate channel. This may be corrected, to some extent, by placing a strip of leather between the intermediate channel spaceband rail (D144) and the back plate of the intermediate channel. This strip of leather will prevent the lower end of the spaceband from swinging. (3) The last matrices in a line will drop off, and, in some cases, will be held upward by the right-vise jaw, because the back elevator jaw is sprung or bent back. Also, where the pawls do not hold the matrices in the elevator. If the ears are damaged by the mold, the fault lies in some of the aforesaid mentioned causes. (4) The appearance of the marked letters seems to indicate that face alignment is imperfect. Suggest that you replace the cam shoes, as in reply to question 1, and increase the stress of the pot-lever spring by turning in on the forward nut. This operation will tend to give a more uniform printing surface on the slug. (5) If the face of the slug is not as sharp as it should be, look to the casting mechanism. See that the plunger is cleaned daily, and that it is not loose in the well. See that you clean out the jets and cross-vents in the mouthpiece daily and that the ventage is ample. This care will tend toward sharper faces on your slugs.

Slug Delivery.

An Iowa operator writes: "In changing ejector-pawl adjustment I found that by giving the ejector blade a trifle longer stroke than it had in its first state, much better results were obtained. The trouble now is in the longer or heavier slugs sticking in the slide between knives and galley. The slug now tips all right and lights on its feet, but unless graphite is kept in the slide they will 'ball up.' I know that this galley must be good or the Mergenthaler people would not put it on, but until I am shown that it works as good as the old one, I am inclined to follow the trail of the calf that 'wabbled as he walked.' (See January INLAND PRINTER.) I have had the don't-change-adjustment-until-you-know-what-you're-doing drilled into me until I understand its meaning, but, in this case, before I changed ejector-pawl adjustment the trouble was much worse than it has been since then. I appreciate the disadvantage you are placed at in trying to diagnose a case of 'trouble' from a distance, and from a poorly written description at that, but, as clearly as I can explain it, the slug stops within about three inches of its destination and sticks there, causing the following slug to strike it, and then 'ball up.' Am going to do a little overtime trying to get it straightened out, and will let you know if I find the trouble." *Answer.*— In regard to the slug not sliding forward far enough in the galley, it does not appear that there is any obstruction in the chute to prevent the heavy slugs from sliding until they reach the lower end of the galley. It may be possible that the slug strikes the edge of the galley instead of the sharp buffer, and thus striking the galley they rebound. The sharp piece is intended to receive the impact of the slug and prevent a rebound. If possible, push back the catch or buffer so that the slugs strike it instead of the galley. If you find that the end of the ejector does not quite push the slug far enough, as a result of the nut on the adjusting screw working loose, it must necessarily be adjusted. That you can very well do yourself, as you understand the principles involved. Would advise you, when wide measure is on the machine, to recast lines until you have located the cause of the trouble. Examine every slug as it descends, and if any obstruction is present you can see it. Note if the shifter moves the slugs far enough to the left and then retreats to the right far enough to clear the incoming slug.

Bruised Matrix Ears.

A North Dakota operator writes: "I have had some troubles which I managed to conquer, with the exception of this one, which I will now explain. To make matters more clear, I have enclosed a matrix which shows a small burr on the edge of it, this being the trouble I am up against. The matrices are new. The verges work perfectly and the matrices drop out of the magazine naturally. I have studied this very much, and the only thing that I can notice is that the matrices strike the large glass in front of the magazine, but whether this is the cause of that burr I am not sure. As there is no assembler glass, this is not the

cause of that burr, which is more or less noticeable on all matrices that are used to any extent. The parts in the assembling elevator seem to be all right and cause no trouble whatever." *Answer.*— The damaged ear shows that the blow or contact is on its downward movement. Examine its path from the magazine to the assembler. Note if the matrices from the first six channels are damaged in the same manner. To make a proper examination, use a magnifying glass. Coat with a thin film of blue ink the inside upper part of the metal piece which takes the place of the lower glass. Run out a long line of the matrices into the assembling elevator; remove them and examine the lower front ears for ink. Also remove the metal assembler piece which was inked to note its condition. The right edge of the assembling elevator on some machines will cause such trouble. Examine this part in like manner. The matrix seems to carry an unusual amount of greasy graphite. Possibly you started your machine without properly cleaning out the mold. The dirt has reached the casting seat on the matrix. It would be a wise plan to examine every part which has contact with the matrix ears and note if all are free from grease.

Recent Patents on Composing Machinery.

Typograph.— J. B. Allen, Detroit, Mich. Filed October 5, 1906. Issued May 3, 1910. No. 956,790.

Slug-casting Machine.— F. Schimmel, Berlin, Germany. Filed August 24, 1905. Issued March 24, 1910. No. 953,237.

Line Support for Monotype.— C. K. Rieck, St. Paul, Minn. Filed June 14, 1909. Issued April 19, 1910. No. 955,839.

Typesetting Case.— J. S. Duncan, Chicago, Ill., assignor to Addressograph Company, Chicago, Ill. Filed March 1, 1909. Issued May 3, 1910. No. 956,691.

Type Mold.— H. H. Hardinge, Chicago, Ill., assignor to Wiebking, Hardinge & Co., Chicago, Ill. Filed July 6, 1909. Issued April 5, 1910. No. 954,028.

Quick-change Multiple Magazine Linotype.— H. Pearce and J. E. Billington, Broadheath, Eng. Filed August 19, 1908. Issued April 12, 1910. No. 954,459.

Linotype Matrix.— C. W. Grasnick, Berlin, Germany, assignor to Carl Radermacher, Godesberg, Germany. Filed June 25, 1907. Issued April 26, 1910. No. 956,337.

Knife Block.— H. Plant, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed February 25, 1910. Issued April 19, 1910. No. 955,681.

Linotype Junior.— J. R. Rogers, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed March 3, 1909. Issued April 19, 1910. No. 955,695.

Type Embossing Machine.— J. S. Duncan, Chicago, Ill., assignor to Addressograph Company, Chicago, Ill. Filed August 12, 1907. Issued April 12, 1910. No. 955,116.

Keyboard Escapement.— J. R. Rogers, New York city, assignor to Mergenthaler Linotype Company, New York. Filed November 3, 1908. Issued April 5, 1910. No. 953,764.

Distributor Box.— C. D. Hartley, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed February 2, 1910. Issued April 26, 1910. No. 956,344.

Linotype Junior Spaceband.— R. G. Clark, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed October 31, 1908. Issued April 19, 1910. No. 955,764.

Linotype Magazine Distributor.— G. D. Hartley, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed January 4, 1910. Issued April 5, 1910. No. 953,745.

Keyboard-justification Index.— T. Lanston, Washington, D. C., assignor to Lanston Monotype Machine Company, Philadelphia, Pa. Filed March 29, 1905. Issued March 22, 1910. No. 952,621.

Letter-spacing Record Slip.— F. H. Pierpont, Horley, Eng., assignor to Lanston Monotype Machine Company, Philadelphia, Pa. Filed December 8, 1908. Issued March 22, 1910. No. 952,632.

Keyboard-units Measuring Mechanism.— F. H. Pierpont, Horley, Eng., assignor to Lanston Monotype Machine Company, Philadelphia, Pa. Filed December 8, 1908. Issued March 22, 1910. No. 952,631.

Matrix-dimensioning Machine.— J. S. Bancroft and M. C. Indahl, Philadelphia, Pa., assignors to Lanston Monotype Machine Company, Philadelphia, Pa. Filed August 13, 1906. Issued March 22, 1910. No. 952,596.

"UNPACK MY HEART WITH WORDS."

Your two new ideas evaporate before the antiquity of your utter capitulation to the eternal feminine by gluing your tottering tower of flattery together with the most exultant Schopenhauer-Ibsen lie ever plastered upon the dulcet sex of preferred fabrications and dissemblings, Mr. Buchanan.— *Amy Leslie, in the Chicago News.*

DICTATED INTO A FORTUNE.

In the foreword to an article in the *Bookman* on the publishing houses of France, Alfred F. Sanborn includes an account of the negotiations through which Albert Lacroix, the young Belgian, came to publish Victor Hugo's "Les Miserables." When Lacroix was told that Hugo had finished the work he swore solemnly to his partner, "'Les Miserables' shall be mine!" He thereupon dispatched a letter to the author, declaring he would accept any conditions and accede to any demands. The negotiations were proceeding rapidly, through Hugo's son, Charles, who was acting for his father, when the author expressed a desire to meet Lacroix, and invited the latter to visit him. Mr. Sanborn describes the interview as follows:

"Immediately after lunch the poet set about dictating to the publisher a contract remarkable for its precision and prudence. Lacroix was not a little troubled as he wrote: he bound himself to disburse sums of which he did not possess the first sou. Where should he find the 125,000 francs to be paid on the delivery of the manuscript? . . . It only remained for the contracting parties to place their signatures at the bottom of the document. As he was about to sign, Albert Lacroix was seized with a strange scruple. He discerned, upon a corner of the desk, an enormous pile of blackened sheets. It was the manuscript of the first two volumes of 'Les Miserables.' He would have liked to touch them, to turn them over, to run his eye through them. Timidly, he confessed this desire.

"'May I — examine — a little — the manuscript?'

"The hand of Hugo fell heavily upon the sheets. . . .

"'No. It is impossible. . . . Suppose it is blank paper. I have put my name there. That suffices.'

"Lacroix yearned to have the earth open and engulf him. He had offended his poet, his god. How expiate such a piece of tactlessness? He lifted toward him eyes charged with repentence. Then, seizing the contract, he affixed his signature beside that of Victor Hugo."

Mr. Sanborn then relates how the book was published simultaneously in Paris, Brussels, Leipsic, London, Milan, Madrid, Rotterdam, Warsaw, Budapest and Rio de Janeiro. Six hundred thousand copies were sold, netting the young Belgian 1,000,000 francs — which was considered a big fortune in those days.

HOW PERFECTLY TRUE!

[W. E. Griffin, in *Missouri School Journal.*]

It was found that the subject-matter of mathematics lies embedded in that transcendental subjectivity which determines experience, and which modifies fundamentally both perception and thinking. . . . A great deal might be written, in fact, on the transcendental necessity of mathematical science.* . . . To begin with, it is obvious that without space, given transcendentally either as a naked condition of the sensibility or as a pure concept of the intelligence, geometry as a science would be impossible.† . . . Geometry is the science of synthesizing the pure intuitions or concepts of space.‡ . . . I sincerely trust that my countrymen will rise in their manhood and show the world that they rank higher than mere apes.§

* Go ahead and write it. † Absolutely. ‡ Precisely. § Gentlemen, here is an appeal to our patriotism. Let us rise! We will be one of fifty to start something.

— *Reproduced with notations by B. L. T., "Line-o'-Type," Chicago Tribune.*

MINNEAPOLIS marriage-license: "Willie Goslin and Philipena Brute." Poor Willie!

THE PRINTER CAN NOT ARRIVE AT A CRITICAL JUDGMENT OF PICTURES FROM THE STANDPOINT OF THE PAINTER, ANY MORE THAN THE PAINTER CAN JUDGE UNDERSTANDINGLY THE TECHNICAL QUALITIES OF PRINTING. THAT INSPIRED RUFFIAN, BENVENUTO CELLINI, CAME AS NEAR TO THE SITUATION AS POSSIBLE WHEN HE ASSURED HIS CONFIDENT PATRON THAT, "YOU MAY UNDERSTAND ART AS A PRINCE, BUT YOU KNOW NOTHING ABOUT IT AS A SCULPTOR." STILL, IF WE ARE TO BUY, REPRODUCE, PRINT, AND SELL PICTURES, WE MUST HAVE SOME BASIS FOR TECHNICAL DISCRIMINATION, SOME STANDARD MORE DEPENDABLE THAN INDIVIDUAL CAPRICE. AND IF, AS CRAFTSMEN, WE HAVE WORK TO DO WHICH INVOLVES A KNOWLEDGE OF THE PRINCIPLES

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[FREEPORT, IOWA]



Announcement

During the coming year Mr. George H. Martin of San Francisco, the celebrated painter and illustrator, will give a series of six lectures and will conduct classes in advanced composition. Other lectures will be given during the season.

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THE · CENTRAL · BANK OF · KANSAS · CITY · MO.



BEING A SHORT HISTORY OF THE RE-MARKABLE GROWTH OF THIS BANK

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THE CENTRAL BANK was organized in 1893 and commenced business April 10th 1894. In the short space of sixteen years, it has become one of the greatest financial institutions of the West. It began with $500,000 capital and a paid-in surplus of $100,000. Today it has capital and surplus of $5,000,000 and deposits amounting to $24,000,000, belonging to more than 72,000 depositors. At the outset it established a precedent in this part of the country by having the subscribers to its stock pay in a surplus of $100,000. Thus it was able to start out on a firm financial foundation which has been continually strengthened until it has reached the impressive showing of today.

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GILLES & COMPANY
CHICAGO

JOB COMPOSITION

BY F. J. TREZISE.

In this series of articles the problems of job composition will be discussed, and illustrated with numerous examples. These discussions and examples will be specialized and treated as exhaustively as possible, the examples being criticized on fundamental principles—the basis of all art expression. By this method the printer will develop his taste and skill, not on mere dogmatic assertion, but on recognized and clearly defined laws.

We show herewith the photographs and brief biographies of the prize-winners in the business-card contest, together with a complete list of names of the contestants. As announced in the May number of THE INLAND PRINTER, the first prize, $25, was won by Walter E. Brock, San Francisco, California; the second prize, $15, was won by Max Albert, Jr., Milwaukee, Wisconsin; the third prize, $10, was won by Theodore Backen, New York city; and the ten $3 prizes were won by A. R. Gaskill, Helena, Montana; Otto Herman Miller, Hyde Park, Massachusetts; H. Rudgin, Roxbury, Massachusetts; Will J. Cota, Burlington, Vermont; Austin M. Reblin, Boston, Massachusetts; L. A. Johnson, Beachmont, Massachusetts; George Macbeth, Buffalo, New York; F. L. Crocker, Jersey City, New Jersey; Arthur G. Hallett, East Liverpool, Ohio, and John H. Woods, Atlanta, Georgia.

Following are brief biographies of the prize-winners:

Walter E. Brock.—Served apprenticeship in the office of the Jordan Printing Company, Oakland, California. Now compositor with C. A. Murdock & Co., San Francisco, California. Thirty-two years of age.

Max Albert, Jr.—Served apprenticeship with Schueppert-Zoeller Printing Company, Milwaukee, Wisconsin. Now with the South Side Distributing Company, same city. Twenty years of age.

Theodore Backen.—Served apprenticeship in Flekkefjord, Norway. Came to United States in 1901. Now with C. S. Hammond & Co., New York city. Thirty years of age.

L. A. Johnson.—Served apprenticeship with the Educational Press, Dorchester, Massachusetts. Now with the E. L. Hildreth Company, Brattleboro, Vermont. Twenty-six years of age.

Otto Herman Miller.—Recently apprentice with the North End School of Printing, Boston, Massachusetts. Seventeen years of age.

George Macbeth.—Served apprenticeship with Bingham & Webber, Toronto, Canada, and the Matthews-Northrup Works, Buffalo, New York. Now with R. H. Connor & Co., Buffalo, New York. Forty-four years of age.

John H. Woods.—Served apprenticeship in Lynn, Massachusetts, and with the Sparrell Print, Boston, Massachusetts. Now with the Foote & Davies Company, Atlanta, Georgia. For the past two years instructor of the evening class in the school of printing conducted by the Boys' Club of Atlanta.



Walter E. Brock, San Francisco, Cal.
First place.

Austin M. Reblin.—Served apprenticeship in Gloucester, Massachusetts. Now with the Sparrell Print, Boston, Massachusetts.

H. Rudgin.—Served apprenticeship with S. J. Todman & Co., Boston, Massachusetts. Now with the Sparrell Print, same city. Twenty-four years of age.

Will J. Cota.—Served apprenticeship in Burlington, Vermont. Now foreman of composing-room of the Wells & Richardson Company, same city. Thirty-five years of age.

Arthur G. Hallett.—Served apprenticeship on the *Advocate*, Archbold, Ohio. Now foreman of composing-room of the Joseph Betz Printing Company, East Liverpool, Ohio. Twenty-seven years of age.

Following is a complete list of the contestants:

LIST OF CONTESTANTS IN BUSINESS-CARD CONTEST.

Ackerman, John, Cleveland, Ohio.
Adams, E. H., Spring Valley, Minn.
Aitken, Wm. B., Glasgow, Scotland.
Albert, Max, Jr., Milwaukee, Wis.
Allen, O. W., Troy, N. Y.
Alley, Lytton, Nashville, Tenn.
Allman, S., Southbridge, Mass.
Anderson, C. J., Omaha, Neb.
Anderson, Sidney, Racine, Wis.
Apsel, Maurice, Detroit, Mich.
Askin, M. J., Belvidere, Ill.
Auld, William, Glasgow, Scotland.
Backen, Theodore, New York, N. Y.
Bailey, Clarence T., Fulton, N. Y.
Bailey, Edw. E., Centre Hall, Pa.
Bailey, T. H., Wilmington, Del.
Baird, Robt., Jr., Crosshill, Glasgow, Scotland.
Baker, Fred E., New York, N. Y.
Ball, Will, Logansport, Ind.
Banning, J. Ernest, Hendersonville, N. C.
Barfield, T. W., Wilmington, N. C.
Barnes, John T., Shaw Heath, Stockport, England.
Barnhart, P. E., Columbia, Mo.
Barrows, Geo. E., Mattapoisett, Mass.
Bay, Chester, Williamsport, Pa.
Beattie, Milton, Benton Harbor, Mich.
Beaver, Joseph, Grand Rapids, Mich.
Benner, Thos. W., Salem, N. J.
Bennyhoff, Will F., Great Falls, Mont.
Berdon, M. A., Seymour, Ind.
Berghoefer, Bud, Detroit, Mich.
Bernet, Emil, Southbridge, Mass.
Betts, S. H. M., New York, N. Y.
Binney, Thos. W., Salem, N. J.
Black, Eli, Cleveland, Ohio.
Blackburn, H. S., Tacoma, Wash.
Bobo, Ned, Bluffton, Ind.
Bodell, Art E., Wausau, Wis.
Bogasse, Sam L.
Bohrmann, Adolph A., Summit, N. J.
Bohrer, Geo. W., Rochester, N. Y.
Botz, Frank C., Sedalia, Mo.
Box, Richard T., Quonah, Tex.
Boylin, Ira E., Nashville, Tenn.
Bradley, C. A., Hillsdale, Mich.
Bradshaw, W. G., Saratoga Springs, N. Y.
Brink, Oscar, Carthage, Ill.
Brizzie, H. G., Meriden, Conn.
Brock, Walter E., San Francisco, Cal.
Bronson, E. E., Los Angeles, Cal.
Bryan, Fred, Bellefonte, Pa.
Buker, Frederick E., New York, N. Y.
Burnell, L., Morganza, Pa.
Butler, W. G., Twin Falls, Idaho.
Byrnes, Floyd, Pueblo, Colo.
Cain, Al S., Provo, Utah.
Camp, Josephine, Mobile, Ala.
Cant, Jas. P., Detroit, Mich.
Carlsrand, Chas. H., Chicago, Ill.
Carter, H. P., Memphis, Tenn.
Chaney, E. T., Winnipeg, Man.
Chamberlain, Jas. L., Seattle, Wash.
Chapman, Ernest L., College View, Neb.
Church, M. F., Bethlehem, Pa.
Churchill, Geo. W., Weedsport, N. Y.
Clemas, Frank, London W., Ont.
Coffelt, R. M., Junction City, Kan.
Coleman, G. C., Lynchburg, Va.
Connolly, Timothy J., Herrin, Ill.
Cook, Harry, Cumberland, Wis.
Cota, Will J., Burlington, Vt.
Coyle, M. Delvaux, Frankfort, Ky.
Craig, Omar C., Tarentum, Pa.
Craig, Rupert T., Winters, Tex.
Crocker, F. L., Jersey City, N. J.
Cross, W. Herbert, Phillipsburg, N. J.
Cushman, H., Warrensburgh, N. Y.
Cutcliff, J. E., Reading, Mass.
Dakin, G. Bathurst, Truro, N. S.
Dana, E. C., Woodstock, Vt.
Daugherty, E. E., Oil City, Pa.
Davidson, Samuel, Cambridge, Mass.
Davis, Jas. H., Cleveland, Ohio.
De Bock, H. J., Cleveland, Ohio.
Decond, Philip G., New Orleans, La.
De Laney, C. B., Hammond, Ind.
Dellert, William C., Brooklyn, N. Y.
Derr, A. C., Bellefonte, Pa.
Devlin, R. E., Saratoga Springs, N. Y.
De Witt, Philip L., Rockford, Ill.
Dibble, Ora L., Magnolia, Miss.
Dies, Chas., Milwaukee, Wis.
Dinn., Wm. F., New York, N. Y.
Dixon, Thos. H., Buffalo, N. Y.
Dochtermann, C. Wm. F., Baltimore, Md.
Dodd, W. L., Post City, Tex.
Doyen, Noran, Gibsonburg, Ohio.
Doyle, Wm. L., Cleveland, Ohio.
Dressler, W. S., Camden, N. J.
Dreyfuss, M. W., San Francisco, Cal.
Dutra, Fred, Los Angeles, Cal.
Easton, R. M., Ottawa, Ont.
Edmeyer, Michael, St. Paul, Minn.
Erickson, F. S., Chicago, Ill.
Eslinger, Henry, Allentown, Pa.

WINNERS IN THE BUSINESS-CARD CONTEST



Max Albert, Milwaukee, Wis.
Second place.



Theodore Baeken, New York city.
Third place.



H. Rudgin, Roxbury, Mass.
Sixth place.



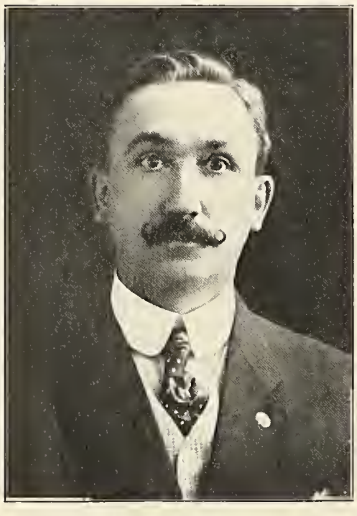
Will J. Cota, Burlington, Vt.
Seventh place.



Austin M. Reblin, Boston, Mass.
Eighth place.



L. A. Johnson, Beachmont, Mass.
Ninth place.



Geo. Macbeth, Buffalo, N. Y.
Tenth place.



Arthur G. Hallett, East Liverpool, Ohio.
Twelfth place.



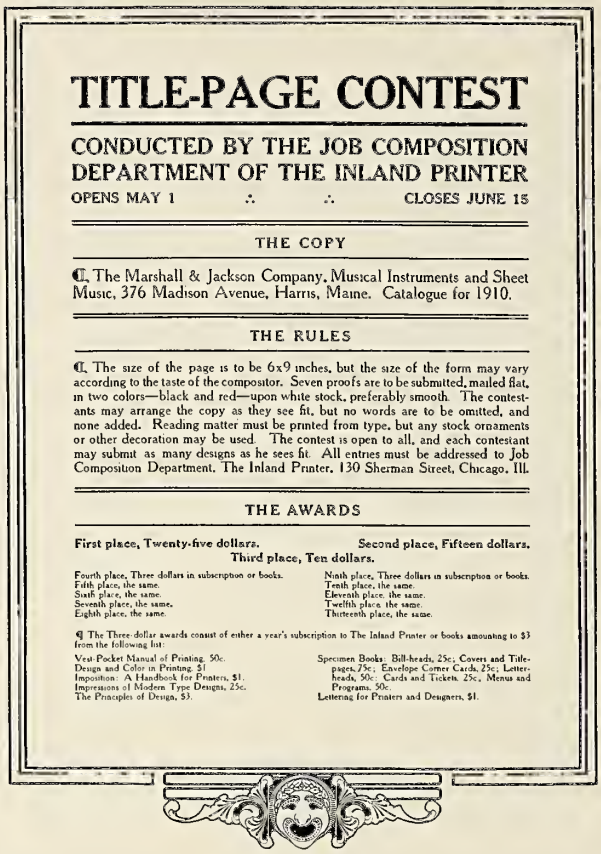
John H. Woods, Atlanta, Ga.
Thirteenth place.

Eubank, R. T., Galveston, Tex.
Evans, Alfred N., Columbia, Mo.
Evans, Ira Leon, Concord, N. H.
Fabutis, Walter D., Waterbury, Conn.
Feldhake, Jos. A., Effingham, Ill.
Fells, R., Cincinnati, Ohio.
Ferguson, D., Walla Walla, Wash.
Fernald, W., Brooklyn, N. Y.
Fernberg, Anderson, Readville, Mass.
Fiedler, Ernst A., Lynchburg, Va.
Finlay, J. Herbert, Hartford, Conn.
Finochietti, Silvio, Cambridge, Mass.
Fisher, John J., East Walpole, Mass.
Fitzer, Horace E., Ilion, N. Y.
Flayhart, W. H., Towson, Md.
Fletcher, Willoughby, Windsor, Ont.
Ford, C. S., Montpelier, Ohio.
Ford, G. E., Norfolk, Va.
Foster, Claude A., Lake Geneva, Wis.
Franklin, B., Aransas Pass, Tex.
Franks, H. R., Birdland, London, Canada.
Frazier, J. L., Lawrence, Kan.
Fredrickson, J. C., Chicago, Ill.
Freeburg, H. J., Irvin, Pa.
Freese, John H., Lucas, Kan.
Freneh, W. R., Rockford, Ill.
Frommader, E. A., Moline, Ill.
Funke, Geo. C., Westfield, N. Y.
Gammon, C. A., Syracuse, N. Y.
Gardner, A. Washington, Dallas, Tex.
Gaskill, A. R., Helena, Mont.
Gates, Pete, Los Angeles, Cal.
Gerndt, E., Wausau, Wis.
Gibson, D. E., Williamsport, Pa.
Gibbs, C. Walter, Weedsport, N. Y.
Gilbert, W. J., Scranton, Pa.
Glass, Frank W., Wooster, Ohio.
Gleason, Elmer F., Worcester, Mass.
Godwin, Arthur J., Mt. Airy, Philadelphia, Pa.
Goldsmith, Warren, Everett, Mass.
Gomes, John P., Honolulu, Hawaii.
Goodmansen, A. P., Salt Lake City, Utah.
Gorley, William A., Glasgow, Scotland.
Grady, George R., Worcester, Mass.
Grant, V. W., Atlanta, Ga.
Green, H. Emmet, Anthony, Kan.
Greene, Chas. J., Jellico, Tenn.
Gress, Walter B., Brooklyn, N. Y.
Greig, James, Detroit, Mich.
Grier, Harold, Fulton, N. Y.
Griffith, Robt., Jr., Townhead, Glasgow, Scotland.
Griffiths, J. Arthur, Washington, Pa.
Guenley, Ed. J., San Francisco, Cal.
Gustafson, Paul, Lindsborg, Kan.
Haime, Harry, Cambridge, Mass.
Halderman, Samuel B., Jersey City, N. J.
Hall, J. Herbert, Hamilton, Ont.
Hallett, Arthur G., E. Liverpool, Ohio.
Handley, Harry S., Toronto, Ont.
Handley, Walter H., Toronto, Ont.
Harmon, W. H., Biddeford, Me.
Harris, Jas. R., Chippewa Falls, Wis.
Harris, John R., Sundance, Wyo.
Hathaway, A. J., Ottumwa, Iowa.
Haugen, Martin, St. Cloud, Minn.
Hawkins, A. D., Springfield, Ill.
Heckler, C. E., Bethany, Ill.
Heddesheimer, Henry A., Hamiota, Man.
Hemperdy, W. B., Jr., Williamsport, Pa.
Henderson, R. C., Salt Lake City, Utah.
Hensen, Chas., Galveston, Tex.
Heuslein, I. Leonard, Davon, Pa.
Hilling, King, Uniontown, Pa.
Holbrook, Mrs. M. F., Wellfleet, Mass.
Holtmeier, H. C., Cincinnati, Ohio.
Hopkins, Norman, Philadelphia, Pa.
Horton, Charles Francis, Greenwich, Conn.
Houghland, Wm. F., Brooklyn, N. Y.
House, H. K., Detroit, Mich.
Houtkamp, John, West Philadelphia, Pa.
Hughes, Thos. J., Mt. Vernon, N. Y.
Hull, Howard C., Asheville, N. C.
Hummel, C. R., Scranton, Pa.
Hultgren, A. L., Junction City, Kan.
Hussion, Tom, Galveston, Tex.
Irvin, Jos. B., Galveston, Tex.
Jacks, Harry L., Girard, Kan.
Jackson, Arthur, Grants Pass, Ore.
Jackson, R. W., Red Oak, Iowa.
Jacobson, Harold, Davenport, Iowa.
James, Paul L., Springfield, Ill.
Janda, Charles, Chicago, Ill.
Jarvis, Warren H., Santa Cruz, Cal.
Johnson, Jas. Y., Jacksonville, Fla.
Johnson, L. A., Beachmont, Mass.
Johnston, Robt., Bridgeburg, Ont.
Jones, A. M., Hamlet, N. C.
Jones, E. L., Roanoke, Va.
Jones, R. M., Leavenworth, Wash.
Jones, Walter B., Edmonton, Alta.
Jordan, Otto F., Cleveland, Ohio.
Kennedy, Earl B., Findlay, Ohio.
Kerntopf, Karl, New York, N. Y.
Kiessling, Fred W., Williamsport, Pa.
King, Isham, Greensboro, N. C.
Kinner, B., Curba, N. Y.
Kirk, James P., Elizabeth, N. J.
Klaffenbach, Clarence E., Muscatine, Iowa.
Klaffenbach, Harry C., Muscatine, Iowa.
Kline, J. M., Hartford, S. D.
Kline, Norman E., Flemington, N. J.
Kneeland, J. B., Waukegan, Ill.
Kotsybar, John, Cleveland, Ohio.
Koockogey, G. Walton, Everett, Wash.
Koockogey, J. Elmer, Baltimore, Md.
Kramer, N. M., Chicago, Ill.
Kreiling, Herman J., Carlstadt, N. J.
Krejci, Chas., Cleveland, Ohio.
Kuehn, Gustav A., Paterson, N. J.
Kunz, Arthur R., Rochester, N. Y.
Lachman, David, Newark, N. J.
Larzelere, Samuel, Philadelphia, Pa.
Leahy, Francis John, Eldora, Iowa.
Leeman, Billy, Pecos, Tex.
Leggett, H. W., Ottawa, Canada.
Lerch, Calvin O., Dayton, Ohio.
Lester, Leon, Kinsley, Kan.
Lewis, A. H., Eldorado Springs, Mo.
Lewis, J. Warren, Ogden, Utah.
Liberman, Phineas, New York, N. Y.
Lilliston, O. L., Philadelphia, Pa.
Linney, Albert T., Lexington, Ky.
Linto, William Stanley, Gloversville, N. Y.
Littlepage, Posey, Madisonville, Ky.
Logan, John H., South Whitley, Ind.
Looby, A., Helena, Mont.
Lord, Victor M., Salem, Mass.
Lorentz, P. H., Buckhannon, W. Va.
Loser, Henry J., Jr., Nashville, Tenn.
Lukes, William, Detroit, Mich.
Lyle, Chester A., Washington, D. C.
Lyons, Owen E., Easton, Pa.
Lyons, Owen E., Phillipsburg, N. J.
Macbeth, Geo., Buffalo, N. Y.
MacDonald, D. R., Detroit, Mich.
Macdonald, James L., Hillhead, Glasgow, Scotland.
MacKenzie, Colin A., Fort William, Ont.
MacKenzie, E., London, Ont.
Mackenzie, Howard W., San Rafael, Cal.
McCall, James A., Topeka, Kan.
McConachie, Jas., Chicago, Ill.
McCusker, James, Niagara Falls, N. Y.
McClymont, R. J., Edmonton, Alta.
McFarland, Leslie F., Cleveland, Ohio.
McGinnis, Earl, Lewistown, Mont.
McGrory, E. M., Chicago, Ill.
McHenry, Vincent J., East Oakland, Cal.
McIntyre, William Y., Glasgow, Scotland.
McQuitty, Guy, Columbia, Mo.
McSorley, Frank J., Wilmington, Del.
Magee, W. C., Philadelphia, Pa.
Malmgren, Frank, Rock Island, Ill.
Marshall, E. R., Wyoming, Iowa.
Maule, Andrew, Garnethill, Glasgow, Scotland.
Melchinger, William L., Irvington, N. J.
Merath, Frank J., Galveston, Tex.
Merton, Will, Fulton, N. Y.
Meier, Frank B., Syracuse, N. Y.
Metzger, Conrad C., N. Tonawanda, N. Y.
Meyer, Fred C., Troy, N. Y.
Miller, H. A., Sheridan, Wyo.
Miller, H. J., Philadelphia, Pa.
Miller, M. E., Fairmont, W. Va.
Miller, Otto Herman, Hyde Park, Mass.
Miller, R. B., Hampton, Va.
Mitchell, J. P., Chicago, Ill.
Miterko, M. A., Uniontown, Pa.
Moriarty, J. F., New Orleans, La.
Morgan, Clyde, Rockford, Ill.
Mullen, H. J., Philadelphia, Pa.
Nash, T. E., Ritzville, Wash.
Neil, Ray B., Milford, Iowa.
Neiswanger, O. W., Colby, Kan.
Nelson, Arthur, Brooklyn, N. Y.
Nelson, Elmer D., London, Ont.
Nelson, Olaf, Brooklyn, N. Y.
Ness, Albert K., Cheboygan, Mich.
Newcomer, S. A., Elizabeth, N. J.
Newkirk, Walter D., Elmer, N. J.
Nidermaier, Henry, Cleveland, Ohio.
Noe, Vance R., Estherville, Iowa.
Novogrod, B., New York, N. Y.
O'Brien, Harry, Anaconda, Mont.
O'Connor, John C., Newark, N. J.
O'Grady, M. R., Regina, Sask., Canada.
Older, Will H., Cuba, N. Y.
Olsen, Carl T., Everett, Wash.
Olson, Oliver N., East Boston, Mass.
O'Neal, Geo. W., Norfolk, Va.
Osborne, F. L., Greenwood, S. C.
Overton, A. C., Atchison, Kan.
Paddock, L. B., Barrington, Ill.
Padgett, Grover C., Fulton, N. Y.
Padgett, Rodney, Norfolk, Va.
Page, A. E., Niagara Falls, N. Y.
Park, R. Lionel, Truro, N. S.
Patterson, R. E., New Martinsville, W. Va.
Peck, Lynn J., Oneonta, N. Y.
Pedersen, P. V., Salt Lake City, Utah.
Peterson, E. F., Galveston, Tex.
Peterson, Edgar A., Red Oak, Iowa.
Peterson, Emile, Galveston, Tex.
Pettijohn, D. W., Ritzville, Wash.
Petrak, Ludwig, Detroit, Mich.
Phelan, Thomas F., Brooklyn, N. Y.
Pierret, Wm. P., Muscatine, Iowa.
Pierson, Otto C., Red Oak, Iowa.
Poe, J. Wilson, Glasgow, Scotland.
Porter, D. A., Minneapolis, Minn.
Potter, J. Sherman, Boston, Mass.
Prastmark, Albert, Crary, N. D.
Price, E. G., Port Arthur, Ont.
Priske, Anthony, Erie, Pa.
Prokop, Fred, Milwaukee, Wis.
Pullan, John, Glasgow, Scotland.
Reblin, Austin M., Boston, Mass.
Redd, C. C., Wilmington, N. C.
Reeder, C. D., Jeffersonville, Ind.
Reeder, Edwin F., Ogden, Utah.
Reeve, Fred L., Ottawa, Ill.
Reid, Albert G., Boston, Mass.
Reid, John, Jr., Glasgow, N. B.
Reynolds, John P., New Castle, Del.
Rhodes, Frank, Verdun, P. Q., Canada.
Richardson, Will T., Gomez, Tex.
Riggs, Albert R., Cincinnati, Ohio.
Rinehart, C. L., York, Pa.
Ringenback, Edward, St. Louis, Mo.
Ringsmuth, L. J., Cedar Rapids, Iowa.
Rubottom, Z., Alva, Okla.
Rudd, Joseph, Warrington, Lancashire, England.
Rudgin, H., Roxbury, Mass.
Russell, G. W., London, Canada.
Saldinger, J., New York, N. Y.
Sanford, De Forest, Santa Cruz, Cal.
Sanford, Mort. W., Faribault, Minn.
Sargent, Leon C., Manchester, N. H.
Sayles, Wm. W., Devils Lake, N. D.
Schach, Elmer E., Fulton, N. Y.
Schauinger, Edward M., New York, N. Y.
Schmidt, R. A., Newark, N. J.
Schmitt, Wm. B., Louisville, Ky.
Schneider, Gus J., Jr., Elizabeth, N. J.
Schneider, W. F., Vancouver, Wash.
Schroeder, Wm., Cleveland, Ohio.
Schroeder, W. J., Lake Geneva, Wis.
Schwam, Ralph, Wooster, Ohio.
Schwensen, Wm., Chicago, Ill.
Schwerettner, Chas., Louisville, Ky.
Schwiderski, Walter H., Chicago, Ill.
Schuda, P., Erie, Pa.
Schuessler, Geo. L., St. Paul, Minn.
Schuessler, Ray, Chicago, Ill.
Scully, T. E., Yonkers, N. Y.
Seither, F., New Orleans, La.
Seitz, Geo. F., Philadelphia, Pa.
Selby, Geo. L., West Collingswood, N. J.
Sessions, C. A., Granite, Okla.
Shepherd, R. W., Portsmouth, Va.
Showalter, R. D., Fremont, Neb.
Shrope, H. E., Washington, N. J.
Sibley, Wm. H., Duluth, Minn.
Silve, Dave, Jersey City, N. J.
Silverman, Louis, Chicago, Ill.
Simkins, C. E. J., Palo Alto, Cal.
Singleton, C. E., Atlanta, Ga.
Skillman, Herbert L., Philadelphia, Pa.
Skoglund, John, Vancouver, Wash.
Slagle, George A., Toledo, Ohio.
Slim, Andrew, Erie, Pa.
Smith, Chas. Edward, Barnesboro, Pa.
Smith, Earl M., El Paso, Tex.
Smith, Frank J., Hamilton, Ont.
Smith, H. Frank, New York, N. Y.
Smith, H. Stewart, Colorado Springs, Colo.
Smith, Rudolph, Glendive, Mont.
Smith, Rudolph, Beach, N. D.
Spencer, Rae, Worcester, Mass.
Speth, John N.
Spurrier, W. D., Salt Lake City, Utah.
Stafney, Anton S., Geneva, Ill.
Steinle, Edward R., New York, N. Y.
Stephenson, Chas., Quanah, Tex.
Steuerwald, Frank A., Pittsfield, Mass.
Stevic, James O., Topeka, Kan.
Stillwagner, Cal A., Salt Lake City, Utah.
Stone, C. D., Toledo, Ohio.
Stover, Norfolk, Va.
Straub, Wm., Galveston, Tex.
Streeter, R. T., Worcester, Mass.
Sunden, Sven M., Harrington Park, N. J.
Suttis, Brenton, Truro, N. S.
Suydam, N. M., Wickenburg, Ariz.
Sweet, Preston M., Bellows Falls, Vt.
Taylor, Elmo, Nashville, Tenn.
Thiele, Wm. G., Beloit, Wis.
Thomson, Will H., Detroit, Mich.
Thunberg, B. A., Boston, Mass.
Toner, Edward J., Glasgow, Scotland.
Torrance, James G., South Manchester, Conn.

Trimmer, William H., York, Pa.
Triplett, W. O., Manton, Mich.
Twyman, Thos. G., Ottawa, Ont.
Udell, Bertram B., Highland Park, Ill.
Uhlen, Bernard, St. Louis, Mo.
Vale, S. W., Niagara Falls, Ont.
Van Etten, Grant, New York, N. Y.
Van Sciver, Norfolk, Va.
Van Trump, Carl, Rochester, Ind.
Veitch, John, Glasgow.
Vellyette, W. K., Detroit, Mich.
Verburgh, J. P., Milwaukee, Wis.
Volkman, W. H., Milwaukee, Wis.
Vollmer, Edward C., Wichita, Kan.
Wade, Willis W., La Crosse, Kan.
Wallace, Lew O., Anderson, Ind.
Walther, Ed, Detroit, Mich.
Ward, J. Cephus, Truro, N. S.
Warner, L. B., Prince Rupert, B. C.
Warner, W. S., Chicago, Ill.
Warren, John, Chicago, Ill.
Wegscheider, Rob, St. Paul, Minn.
Weiler, G., Boston, Mass.
Wells, Harry, Morganza, Pa.
West, Chas. H., Kansas City, Mo.
White, S. H., Rock Hill, S. C.
Whitehill, A. B., Wilkinsburg, Pa.
Wicker, Edgar J., Raleigh, N. C.
Wilkins, A. R., Seattle, Wash.
Wilson, Frank R., Ambridge, Pa.
Wilson, Jas. S. G., Glasgow, Scotland.
Winburn, Oscar E., New York, N. Y.
Wismer, H. D., Fulton, N. Y.
Woernle, Julius, Baltimore, Md.
Wolcott, Fred E., Fulton, N. Y.
Woodis, Winfred Arthur, Worcester, Mass.
Woods, Geo. E., Hamilton, Canada.
Woods, John H., Atlanta, Ga.
Worley, Milton R., Norfolk, Va.
Wright, W. H., Wimbledon News, N. D.
Wysong, H. B., Winchester, Ind.
Yager, N. C., Detroit, Mich.

The Title-page Contest.

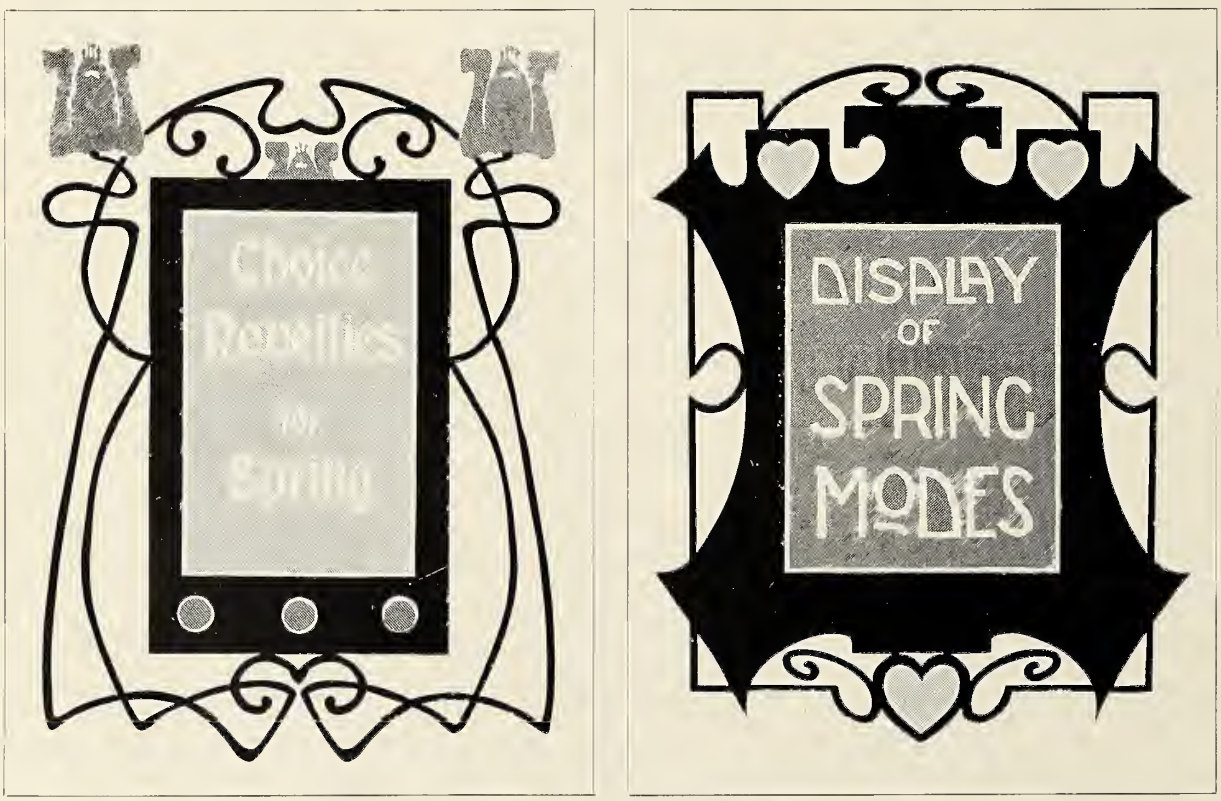
Entries to the title-page contest are coming in at a rapid rate, and much interest is manifested in the competition. It is hoped that, owing to the interesting nature of a title-page as a subject, this contest will even surpass the record-breaking business-card contest. Read the rules and conditions given herewith and send your entries in early.



Patent-leather Tint-blocks.

The insert of patent-leather tint-blocks, shown in the March number of THE INLAND PRINTER, has aroused much interest and comment, and from the requests for information regarding the purchase of patent-leather, etc., which we have received, we conclude that a large number of printers are making use of this valuable adjunct in the production of unusual printing. Among the letters that we have received on this subject, one from Mr. Peder Jenseth, of Chehalis, Washington, is especially interesting, in that it contains valuable information regarding the handling of this class of work, at which Mr. Jenseth is an adept. Following is the letter:

GENTLEMEN,— Your patent-leather inserts, in the March issue of THE INLAND PRINTER, are certainly very fine, and show how they can be used to great advantage for certain classes of work. Mr. F. J. Trezise's description shows plainly how they can be used.



Poster-designs cut in a new printing surface known as "Baskertype."

For a design like that of Fig. 5, I would suggest: Lock up the form, set the pins for the job, and take a few proofs for register purposes. Then take a proof on the tympan. Take the form out, put the tint-block in the same place, take the rollers off, and transfer the print on the tympan onto the tint-block. Place an extra cardboard under the block, so as to be sure to get plenty of impression. Then sprinkle some bronze on the design on the tint-block, so that it will show plainly. When the borders are to be cut out, place a six-point rule in the form when transfer is made. The same method could be used with figures 2 and 4, by setting up a six-point rule border, transfer it to the tint-block and then draw the outline of the brown form on the tint-block. Use a copying-ink pencil, keeping the point of the pencil wet. Cut your block, take another proof on the tympan, and transfer it to the second one and you get the outline for the same. By doing it this way you get all three forms ready to run at once, without moving the pins.

Patent-leather does not require very much make-ready — a little bit of impression is about all; there's no danger of anything squeezing through. Use a brass rule for a straight-edge in making cuts. When buying leather try to get it as solid as possible. If the leather is soft, the edges will not print clean.

In order to get a pebbled effect on tint-blocks, I have used with good success a couple of pieces of good pressboard, glued to a base, with binders' cloth pasted on top. I would not recommend this for anything other than a plain tint-block, for it is hard to cut. Respectfully, PEDER JENSETH.

In this connection we show herewith reproductions of designs printed by Mr. F. W. Adams, of Eastbourne, England, from a new printing surface which he has invented. This surface is known as "Baskertype," and is said to be much superior to patent-leather, being easy to cut and having stood, without appreciable signs of wear, a run of thirty thousand impressions. It is type-high, and drawings can be made directly on the surface. The originals of the examples shown were in colors. Mr. Adams has also used Baskertype in the making of tint-blocks for half-tones, with excellent results.

"MUSÉE DU LIVRE."

An association has been created in Brussels, Belgium, called Musée du Livre ("Book Museum"), having for its object the study of questions relating to books, the formation of collections of works relating to books and their production, and the diffusion of knowledge concerning the bookmaker's craft. A meeting of the Maison du Livre ("House of the Book"), which is the headquarters of the association, was held in November, at 3, Rue Villa Hermosa, Brussels. Thirty-eight groups, forming the entire membership of the Maison du Livre, were represented. These included the Association of Belgian Authors, the Free Academy, the Typographical Study Club, School of Lithography, School of Binding, Amateur Photographic Club, Institute of Photography, the Publishers' Club, various employers' and workmen's associations connected with the book industry, the Union of the Periodical Press, the Institute of Bibliography and the Book and Press Sections of the National Council of Women.

A fine series of stereopticon views were presented, showing the many attractive aspects of the book. In the short time of its existence the Maison du Livre has held twenty-seven conferences, two hundred and ninety-five lectures and four exhibitions. Two hundred and forty-five other sessions have been held, all of which were largely attended by the workmen.

The book industry in Belgium has been very highly developed, the value of the annual product aggregating over 20,000,000 francs ($4,000,000). In Brussels alone it gives employment to about five thousand workmen. It has been demonstrated that a central organization such as the Maison du Livre is necessary to fully acquaint the allied industries with the importance of a thorough knowledge and understanding of all the elements entering into the production of the book, and to stimulate the public appreciation of the art of bookmaking in all its branches.

WINNER OF THE SECOND PRIZE IN THE BUSINESS-CARD CONTEST RETURNS THE MONEY AND EXPLAINS.

To the Editor: MILWAUKEE, WIS., May 10, 1910.

I herewith return the $15 sent to me as enterer of the card to which the second prize was awarded in the recent Business-card Contest, because my card is a copy, as far as materials at hand permitted, of the card of Walter B. Gress, of Brooklyn, New York, whose card is shown on page 4 of the insert showing the results in your May issue. Mr. Gress' entry came into my hands some days before the closing time of the contest, and it occurred to me to send in a card to ascertain whether his work really possessed winning merit apart from his name and reputation as a prize-winner. I regret that I did not sufficiently reflect on the consequences unfair to Mr. Gress in the event of my entry winning a prize. All that I can do to amend the matter is to thus publicly give the credit to whom it belongs — Mr. Gress.

Very truly yours,

MAX ALBERT, JR.

[A copy of Mr. Albert's letter has been placed in the hands of each of the judges, Edward D. Berry, John M. Larking and R. C. Stovel, with the following letter:

"DEAR SIR,— In connection with the Business-card Contest, as reported in the May number of THE INLAND PRINTER, I submit for your consideration a copy of a letter received from Mr. Max Albert, Jr. This leaves the second prize to be awarded and I will be glad to have your decision as to whom it rightfully belongs.

"Yours very truly,

"A. H. MCQUILKIN, Editor."

If the decision of the judges is made in time for publication in this issue their award will be published in the closing pages of the last form. Otherwise the award will be published in the July INLAND PRINTER.— EDITOR.]

ALL ROACHED UP.

A funny story is current in London concerning an encounter between Lady Lansdowne and one of the Japanese chamberlains of Prince Fushimi, who has lately been visiting England. The chamberlain spoke English delightfully, and Lady Lansdowne found his conversation interesting.

When he took his leave he expressed the hope that he had not "cockroached too much on your ladyship's time." Lady Lansdowne mentioned the slip to her husband, and it was decided that when she next met the chamberlain it would be kind to call his attention to this *lapsus linguæ*. This she did, delicately, but he did not seem at first to grasp the error.

At last he beamed, thanked her profusely for setting him right, and then, with a foreigner's idea of gender, observed: "I quite understand. When I speak to your ladyship I must say 'hen-croach,' and when I speak to Lord Lansdowne I must say 'cock-roach.'" — *Chicago Tribune.*

AFFINITIES.

Despite a vast amount of nonsense on the subject, there really are affinities. For example, John Wick and Nellie Lamp were married last week, in Fort Dodge, Iowa. Felicitations! Keep him well trimmed, Nellie, and whenever he gets too gay turn him down.— "*Line-o'-Type*," *Chicago Tribune.*

SPECIMENS

BY F. J. TREZISE.

Under this head will be briefly reviewed brochures, booklets and specimens of printing sent in for criticism. Literature submitted for this purpose should be marked "For Criticism," and directed to The Inland Printer Company, Chicago.

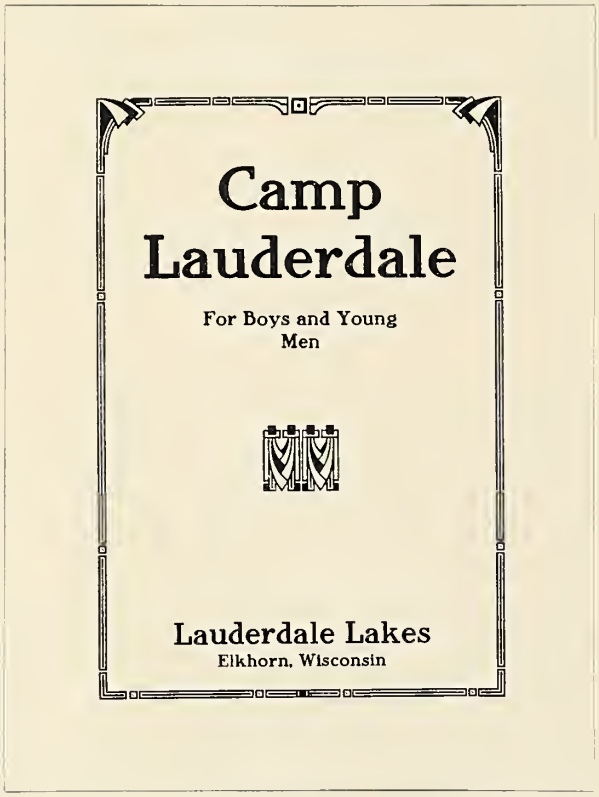
Postage on packages containing specimens must not be included in packages of specimens, unless letter postage is placed on the entire package.

JOHN P. GOMES, JR., Honolulu, Hawaii Territory.— The specimens are both neat and attractive.

CHARLOTTE PRINTING COMPANY, Charlotte, North Carolina.— Your blotter is strong and forceful, and should prove excellent advertising.

THE Cleveland Stone Company, Cleveland, Ohio.— The catalogue is very satisfactory, the cover being especially pleasing in design and color.

SPECIMENS from F. M. Morawetz, with the Commercial Press, Racine, Wisconsin, show unusually attractive applications of various forms of geometric border designs. The "Camp Lauderdale" booklet cover, reproduced herewith, is an excellent illustration of a harmony between type-face and border. The other specimens are all interesting and well executed.



An excellent illustration of harmony between type-face and border.
By F. M. Morawetz, Racine, Wisconsin.

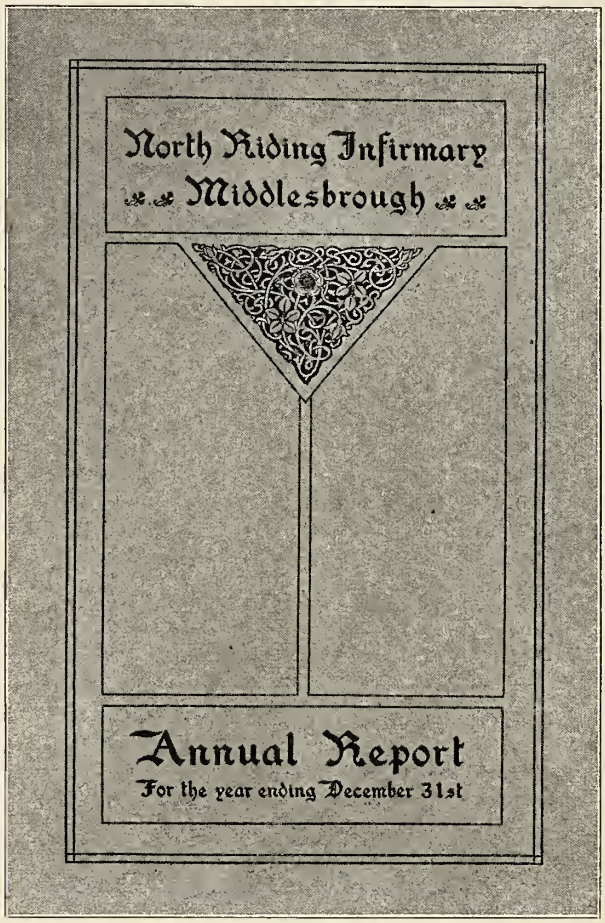
REDER JENSETH, Chehalis, Washington.— The specimens are all good, the border and color-scheme on the light-brown card being especially pleasing.

ILLINOIS ELECTROTYPE COMPANY, Chicago.— The blotter would be more satisfactory with a small percentage of red. As it now stands, it is a confusion of color.

F. BEV. RORKE, Melville, Saskatchewan.— Your letter-head is very satisfactory, both in design and color. The football club ticket would have been more pleasing if you had used a lighter blue, as it would have contrasted better with the black. The banquet menu and program is a creditable piece of design, the cover being unusually good.

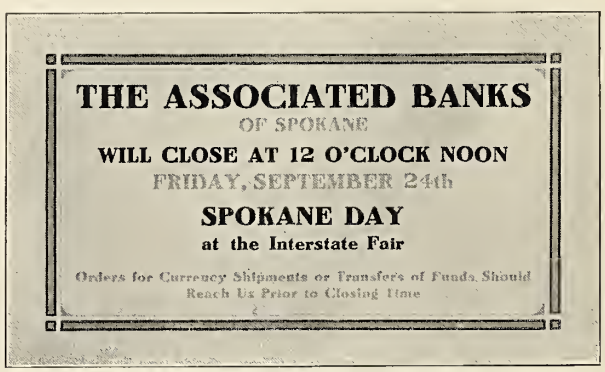
C. F. SKELLY, Altoona, Pennsylvania.— The letter-head is a trifle complicated in design, and, therefore, hard to read. A more simple treatment would be preferable.

A BOOKLET of specimens of printing, from William Appleyard & Sons, Limited, Middlesborough, England, shows some interesting typographical designs, one of which we reproduce herewith. The original was in red and black, on gray stock, the outer rules and triangular ornament being in red. The manner in which the paneling is carried around the ornament is unusual and pleasing, though an error in spelling the name of the town is a blemish.



An interesting page from William Appleyard & Sons, Ltd.,
Middlesborough, England.

A PACKAGE of commercial work from the Stutes Printing Concern, Spokane, can always be depended upon to furnish something in the "different" class. This time the most prominent specimen of this kind is a card announcing the closing of the banks on a certain day. We show herewith a

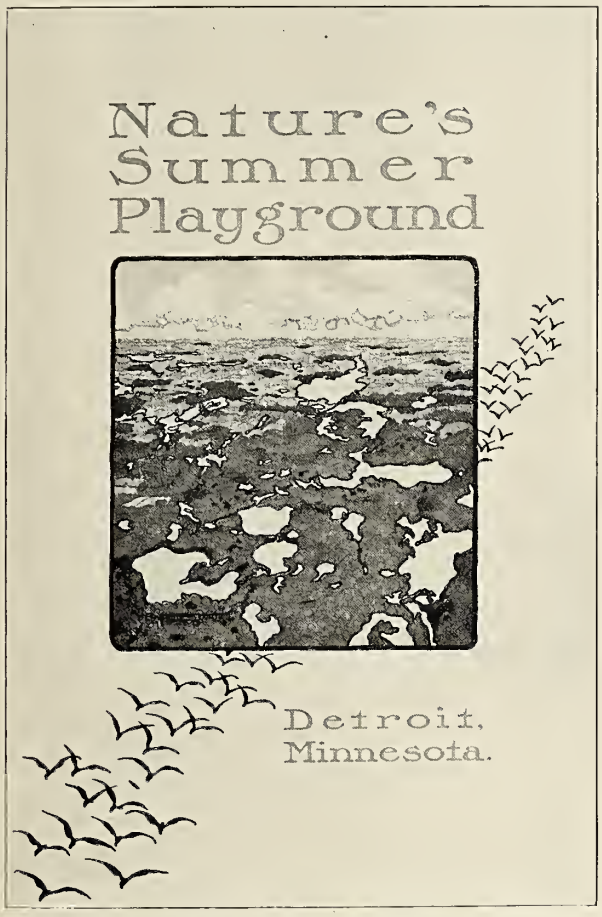


An unusual breaking-up of text by color.
Original in black and gray by Stutes, of Spokane.

reproduction. As will be seen, the important lines were run in black, with the balance in gray, on white stock. The whole effect was very unusual and attractive.

FRANK MEIER, Syracuse, New York.— We find nothing to criticize in the specimens which you submitted. The placing of the type-matter on the booklet cover is excellent.

FROM the Detroit Commercial Club, Detroit, Minnesota, we have received a copy of a booklet entitled "Nature's Summer Garden." It is very attractively gotten up in dark blue and an orange tint, with a handsome cover in



Cover of handsome booklet by the Randall Company, St. Paul.

gold and colors. We show herewith a reproduction of the latter. The booklet reflects much credit on the Randall Company, St. Paul, whose imprint it bears.

IN a recent booklet the Inland Type Foundry shows in a convincing manner the possibilities of the Dorsey series of type. The designs in the booklet are of the highest class.

H. S. BLACKBURN, Tacoma, Washington.— The specimen is excellent, with the possible exception that the heading is rather weak and would have been better in a slightly stronger color.

FRANK R. HANSON, Dallas, Texas.— The letter-head is pleasing, both in design and color, the combination of light green, dark green and violet, on green stock, being especially effective.

THE Jaeneeke Printing Ink Company, Newark, New Jersey.— The letterheads are attractive and of good design, although we do not care for those on which the bulk of the heading is printed in red or orange. They are too flashy.

THE Crafters, Kansas City, Missouri.— The booklet is excellently gotten up, and the stock lends itself effectively to the general scheme. Personally, however, we would prefer something a little less violent in the place of the yellow.

LEAFLETS from the Globe Engraving and Electrotype Company, Chicago, show some interesting examples of half-tone printing. One of these is the printing, side by side, of a 300-line half-tone and an electrotype from the half-tone.

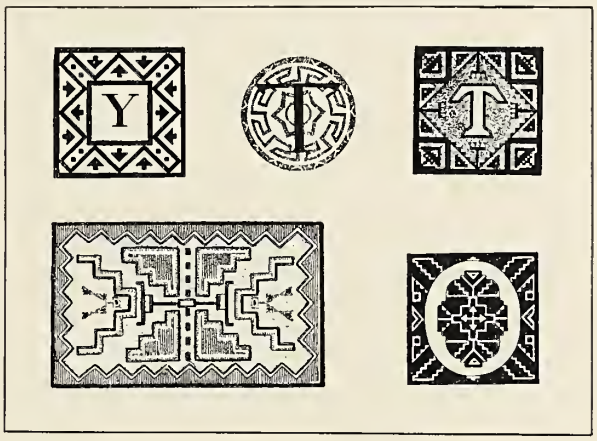
ROBERT BARNES, Greeley, Colorado.— The cover of the "Summer School Bulletin" is an interesting arrangement. We would suggest that you omit the letter-spacing in the last line in the large panel, putting the line in the center of the space. We would also suggest that you arrange the lines in this panel into two groups, with the upper four lines and the cut in one group and the balance of the lines in the other.

JOHN N. LEDBETTER, Vinita, Oklahoma.— The type arrangements on your specimens are commendable. We would, however, suggest the use of a better grade of ink, as some of the work is rather gray. The advertisement composition is excellent.

ROBERT JOHNSTON, Bridgeburg, Ontario.— We would suggest that you omit the rules at either end of the last line on the card, even though it makes necessary the dropping down of the two ornaments, in order to square up the design at the bottom.

FROM the H. C. Hansen Type Foundry we have recently received a package of unusually interesting leaflets, showing type-faces new and old. The manner in which these leaflets are gotten up makes them valuable in suggestion to the display printer.

ONE of the most interesting collections of examples of printing that we have seen was recently received from E. K. Miller, in charge of the Carlisle Indian Press, Carlisle, Pennsylvania. The work consisted of such printing as would meet the requirements of the Carlisle school and was most excellent throughout. It was all executed by student apprentices of the Indian school, under Mr. Miller's supervision. We show herewith two reproductions, which will give an idea of what these students accomplish. The original





Excellent design from the Carlisle Indian Press.

printing of the quotation was on white antique stock, in black, with a delicate blue tint underneath the border and a buff tint under the initial letter. The initials and decorative panel in the other illlustration are taken from one of the college publications.

THE second section of the New York Edison Company's 1910 calendar has been received. It is in the same general style as was the first one, a reproduction of which was shown in a former issue. The four sections, or complete calendar, will form an interesting collection of unusual drawings.

LYRICS WRITTEN AND PARODIES FURNISHED FOR THE PROFESSION
Publisher of "DREAM, DREAM, DREAM," *The Hit that is a* HIT

Harold Brown Freeman
Music Publisher

PROVIDENCE, R. I.

A simple letter-head by C. A. Merrill, Farmington, Maine.

FROM C. A. Merrill, Farmington, Maine, has come a package of excellent commercial specimens. They are all neat and tasty in design and color and the arrangements are exceptionally simple. We show herewith one of the letter-heads. The original was in two colors, with the rule and ornament in orange and the balance of the job in dark green.



A unique calendar by Fred W. Haigh, Toledo, Ohio.

FRED W. HAIGH, Toledo, Ohio, still continues his series of unusual monthly calendars. We show herewith a reproduction of the calendar for February. It is printed in blue and orange, with the real checker tipped on the card.

THE Reporter Print-shop, Grand Rapids, Wisconsin.— The booklet is attractively gotten up, although the title is rather vague, and we would suggest that you change the color on the page showing the half-tone of the wagon. A half-tone printed in red is not pleasing.

H. HOOPER, Papeete, Tahiti, Society Islands.— We would suggest that you use slightly heavier cut-off rules at the head of the first page of the leaflet — about the weight of the one directly underneath the date-line. The type which you have used for headings is a trifle extended.

JAY E. WORLEY, with the New Century Printers, Lincoln, Nebraska, has sent in an excellent booklet, entitled "New Century History." Handsomely printed and embossed in gold and colors on deckle-edge stock, it is an admirable representation of the capabilities of this concern.

THE latest from the Keystone Type Foundry is a book of accents, showing in what type-faces and in what sizes the various accents may be had for the Bohemian, Danish, Norwegian, Dutch, French, German, Hungarian, Italian, Spanish, Portuguese, Polish, Swedish and Tagala languages.

THE Ormsbee Engraving Company, Syracuse, New York, is sending out an attractive portfolio, showing the excellent advertising effects procured by half-tones, which allow the article advertised to stand out prominently while the balance of the illustration is subdued in a gray tone.

THE H. W. Dixon Company, Memphis, Tennessee.— The booklet would have been much more satisfactory if you had used a smaller number of colors, and tints instead of the full tones. As it is now, with so many different combinations of strong colors, it does not create a pleasing impression.

J. WARREN LEWIS, Ogden, Utah.— We think that the cover of the "Revised Ordinances" would be improved if the panel were moved toward the top of the page rather than left in the center. The cover-page of the financial statement of the Bear River Club Company is excellent, as are also the commercial specimens.

STAR PRINTING COMPANY, Wyoming Iowa.— Your commercial specimens are exceptionally neat and tasty — among the best that we have seen. Your bill-head, in brown, black and gold, on gray stock is most pleasing, and we regret that it is of such nature that it would be impossible to adequately represent it in a reproduction.

ROBERT S. NOBLE, Toronto, Canada.— Your specimens are good, but we would caution you against one or two things. Avoid the use of sizes of type which will crowd the job, as on the recital ticket. Do not space widely between words, when using the text-letter, as you have done on the letter-head for "The Albany Lunch."

GEORGE E. BARROWS, Mattapoisett, Massachusetts.— The keeping of the display lines on the flyers in one series of type is a great improvement. Perhaps if you ran the rules clear across the measure, further cutting off the items one from the other, the effect would be still more satisfactory. You certainly made exceptional time on the rush job.

THE American Type Founders Company has recently issued two notable booklets. One is entitled "Correct Society Printing," and gives much practical information about correct forms, sizes and stock used for cards, invitations and announcements of polite society. The other is entitled "A Collection of American Beauties," and shows various text and shaded letters in their most appropriate use. It is illustrated with handsome half-

tones, and the cover, in keeping with the title of the booklet, shows a beautiful reproduction, in colors, of a spray of roses.

B. Eddy, Jr., Shelton, Washington.— The card and posters are very satisfactory, and we find nothing in them to criticize.

The Clover Press, Incorporated, New York city.— The folder is one of the strongest and best advertisements that we have seen in some time. The idea is good and the typography, presswork and stock are beyond criticism.

From the Binner-Wells Company, Chicago, has come one of the handsomest and most original catalogues that we have seen in some time. It was printed for the Owen Motor Car Company, of Detroit. Its chief charm lies in the decorative effects, although the latter are extremely simple, as will be seen from the pages reproduced herewith. The original is printed in black, green and orange.

J. N. Ledbetter, Vinita, Oklahoma.— The pressswork on the specimens which you submitted is much inferior to the composition. A better grade of ink and a little more make-ready would work a great change. We suggest that you guard against too many type-faces in a job. The bill-head for Smiley & Co., with five series represented on it, is an illustration of the necessity for few faces. Your advertisements are among the best that we have seen, and we congratulate you on their excellent appearance.

The Bremen *Enquirer*, Bremen, Indiana.— We note a tendency toward the wide spacing of text-letters in one or two of your specimens, more especially the program for Thanksgiving services. As the text-letter is naturally condensed and dark in tone it should be closely spaced, in order that there may be no unsightly "holes" in the lines or groups. Where there is an excessive amount of space between words, it is frequently advisable to letter-space the line a trifle. The booklet for the Congregational Sunday-school is very pleasing, both in arrangement and color-scheme.

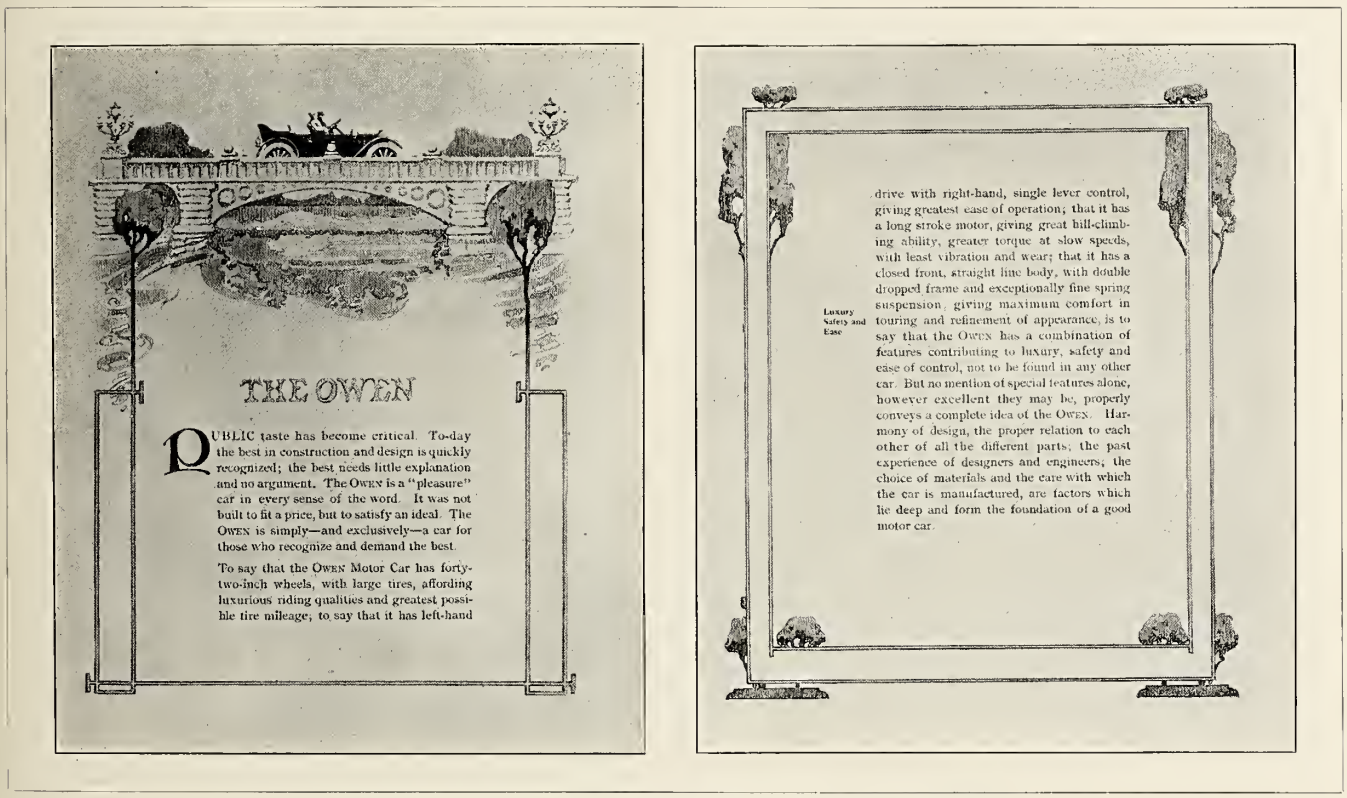
Frank I. Miller, Bloomington, Illinois.— The cover of the "Special Job Book" would be greatly improved by the omission of the rules from the lower part of the page and the closing up of the address line. We think that a page should rarely, if ever, be wider at the bottom than at the top. It seems that the whole use of the page makes this advisable. We make up a page from the top down; we read it from the top down; when we have but one line or group of lines on a page, we place it near the top and not near the bottom, and, therefore, it seems to be much more satisfactory to have the strongest and widest group at or near the top of the page. On the title-page of the Hohulin Brothers Fence Company catalogue you have used unnecessarily large type-faces and thus crowded the page. It would have been much better if you had surrounded the type-groups with some white space.

LIKEWISE A NEW SCHEME FOR SPELLING.

It is an old saying and a true one, that necessity is the mother of inventions. Your humble servant, the editor, has had an artificial leg made, by home machanics, after a pattern of his own contrivence. Has invented an ankle-joint movement, that works like a charme, and he now wares an artificial leg after his own planes.— *Oakley (Idaho) Herald.*

WHISTLER'S FRIENDSHIPS.

That Whistler, the man of famous enemies, had faithful friends, is recalled by Ford Madox Hueffer, writing of the Pre-Raphaelites in *Harper's Magazine*. Madox Brown had a circular printed drawing the attention of all his old patrons to the merits of Whistler's etchings, and begging them in the most urgent terms to make purchases because Whistler was in indigent circumstances. The story is that upon one occasion Madox Brown, going to a tea-party at the Whistler's, in Chelsea, was met in the hall by Mrs. Whistler, who begged him to go to the poulterer's and purchase a pound of butter. The bread was cut, but there was nothing to put upon it. There was no money in the house, the poulterer had cut off his credit, and Mrs. Whistler said she "dared not send her husband, for he would certainly punch the tradesman's head."



Two pages from a handsome catalogue by the Binner-Wells Company, Chicago.

TO CLEAN PLASTER.

When plaster-casts become soiled with either dust or finger-marks, make a creamy solution of dry starch and cold water, and apply it with a soft brush, carefully wetting all crevices and depressions. Set the cast aside to dry, then remove the starch with a stiff brush, and it will look as if fresh from the studio.— *Harper's Bazar.*

NEWSPAPER WORK

BY O. F. BYXBEE.

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate-cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects, to O. F. Byxbee, 4727 Malden street, Chicago. If criticism is desired, a specific request must be made by letter or postal card.

Ad.-Setting Contest No. 29.

Two weeks still remain in which to enter THE INLAND PRINTER'S twenty-ninth ad.-setting contest, which was announced last month. This will be unquestionably one of the most helpful contests so far conducted, as the ad. is unusually large, thus affording a much wider range for the display of talent. Look up THE INLAND PRINTER for May, in which appears the copy to be used and full instructions for entering. These contests have been conducted regularly every five months for the past twelve years, and their popularity has not only been maintained but the interest has increased.

The Man in The Field.

Last month's announcement of THE INLAND PRINTER'S endeavor to bring together *the man* with only small capital, but with the necessary character, determination and ability, and *the field* where these qualifications could be utilized to the best advantage, has already attracted attention, although at this writing the May number has been out only a few days. As stated last month, no names will be published, but interested parties will be brought together through correspondence with the editor of this department. This month are presented the first *field* and the first *man:*

Field No. 1.— The writer holds the position of electrical engineer with the ——— Construction Company, of ———, Kansas, and this company is now promoting an irrigation system to irrigate at least 20,000 acres in New Mexico. ——— is a live little town of about 1,000 inhabitants, located in the very heart of the valley, which is about forty miles long and twenty miles wide. This town is greatly in need of a good, live, wide-awake newspaper man. There are now two papers here, but neither has the ability or equipment. Irrigation will increase the population of the town to at least 5,000 in three years, and a better opening for a good paper that can boost would be hard to find. The business men, I understand, a few nights ago pledged over $500 for stock in a good newspaper for the town. A good man will have the loyal support of nearly every business man in town, also the assistance of my company and others. We are in need of a good man and this is a gilt-edged opening for such a man.

Man No. 1.— I am twenty-six, single but steady, do not use liquor or cigarettes, am honest and reliable. Started as an apprentice in a country newspaper in 1898 and am a good all-around printer. Was editor of a weekly (five-column quarto) for nearly two years and then manager of a small job-printing plant. I am a student of the I. T. U. Course and hope to take the Cost Accounting Course later. Have not enough money to buy at present, but would like to find a place in some small Ohio town that I could lease, with an option to buy later. While I have a little money, I am not able to go into business for myself, but would like to find a place where I would have a chance to "grow up," and in such a place would be willing and glad to take a good "heart interest."

In order to reap the greatest benefit from this effort the man seeking a field should state definitely just how much money he has or could command, even if it is only a few hundred dollars. As no names are to be published, no secrets will be divulged, and this information will only aid in the actual accomplishment of something, and accomplishing it quicker than if left for later correspondence. Where the business men of a town feel there is a good opening for a real wide-awake newspaper, one that will work for the upbuilding of the community, they should give the particulars to THE INLAND PRINTER, stating, so far as possible, just how much financial aid in the way of purchases of stock would be forthcoming. Address all letters as indicated at the head of this department.

New Daily for Frederick, Md.

Architects are preparing plans for a building to house the *Evening Post* and *Semiweekly Post*, of Frederick, Maryland. The plant will be equipped with every modern appliance for the publishing of a newspaper. The Post Publishing Company, which was recently incorporated and is to publish the above-named papers, has at its head J. Clarke Kieffer, a newspaper man of long experience, for the past twelve years having been editor of the Frederick *Daily News*. The directors of the new corporation are as follows: J. Clarke Kieffer, president; Charles Wertheimer, vice-president; James H. Gambrill, Jr., treasurer; John C. Motter, secretary; C. Thomas Kemp, Francis J. Newman, D. Charles Winebrenner.

Widths of News-print Paper.

Information concerning widths of paper rolls used by various newspapers, previous to 1909, was practically restricted to a few jobbers. In the publication of American Newspaper Publishers' Association Bulletin No. 2168, recently compiled by the Committee on Paper, of which John Norris is chairman, the widths of rolls of news-print paper used by over seven hundred newspapers in the United States and Canada are arranged for ready reference, and it is believed competition will thereby be promoted among dealers. The report is revised to April 1, 1910.

Unanimity Not Welcomed.

All communications for this office must be signed. We positively refuse to publish any unanimous letters.— *Census Park (Ill.) News.*

Fifty Years Old.

The *Aroostook Times*, of Houlton, Maine, celebrated the fiftieth anniversary of its birth, April 13. Born in 1860, it has been published continuously, with but few changes in ownership, and has always been a power in its community, constantly "boosting Houlton."

Good Reporters Needed.

"George Washington, when twenty-three years of age, reported Indian uprisings, on hand-bills, which he had posted in Virginia, and to-day the President of the United States is a man who was a regular newspaper reporter," declared Lynn R. Meekins in a recent address at Baltimore. There was a greater need for good reporters, he said, than for statesmen.

Training of Editors.

William P. Hamilton, in the *Atlantic Monthly*, says: "Public taste has been educated (by the newspapers) to demand better quality both in editorial comment and in news matter. It is a mistake to suppose that people no longer read editorials. They read them gladly if they are attractively written. There is not the least need for shallow sensationalism. There is plenty of demand for the intelligent discussion of current events in their relation to the unchanging principles of public and private morals. In

this connection, there is in many newspapers a regrettable absence of that systematic training for the young writer which was insisted upon by some of our greatest pressmen. The late Samuel Bowles began his day with a copy of the Springfield *Republican* before him, on which was marked the writer of every item, however obscure. With each of his staff, every day so far as was possible, he discussed his work, pointing out its good and bad qualities with infinite patience and insight. A dozen men, now an honor to the newspaper profession, might be named who learned their business in that severe school. It was a kind of third degree that few men would voluntarily undergo; but no man with the experience ever regretted the salutary discipline he went through."

within one year, etc. I know that some newspaper men have neglected this rule of the department, and I want to call your attention to it, as it may save serious trouble and embarrassment in the future. The third assistant states that they have taken up thousands of individual cases, called to their attention by complaint, and they are enforcing the rule strictly. Just at this time they have one special agent working in Iowa."

Several Iowa newspapers are now in trouble with the department over this matter, and we are compelled to get our list in shape so that it can be inspected. It is not our doing, and we trust that none of our readers will take offense at our position, for it is the only course that is left us.

Rush to Newspaper Field.

A bulletin just issued by the University of Wisconsin shows that over one hundred students have been enrolled in the course of journalism at that institution this year, in addition to twenty-six in the course of agricultural jour-



THE STEAMBOAT PILOT

QUARTO-CENTENNIAL EDITION—10 CENTS PER COPY

TWENTY-FIFTH YEAR—NO. 36 STEAMBOAT SPRINGS, COLO., 1910 $2.00 PER YEAR, IN ADVANCE

EMPIRE OF FABULOUS WEALTH

ROUTT COUNTY, COLORADO

Where the Land Is Young and Opportunity Beckons You to Fields of Industry and Profit

First page of an exceptional special edition.



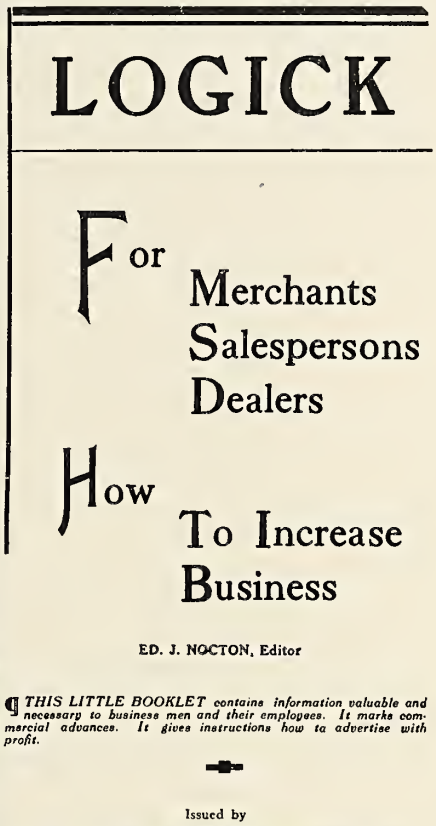
IT PAYS TO TRADE AT KROUCH'S LARNED

OUR ANNUAL MUSLIN UNDERWEAR AND EMBROIDERY SALE

Begins Saturday, February 5, and Closes Saturday, February 12

A Sample Line of Ladies' Muslin Underwear That Was Bought at 33⅓% Discount and During this Sale Will Be Sold AT ⅓ OFF

Awarded first prize by the Kansas Editorial Association.



LOGICK

For Merchants Salespersons Dealers

How To Increase Business

ED. J. NOCTON, Editor

¶ *THIS LITTLE BOOKLET contains information valuable and necessary to business men and their employees. It marks commercial advances. It gives instructions how to advertise with profit.*

Issued by

THE YORK DISPATCH AND YORK DAILY

YORK, PA.

House organ of the York (Pa.) *Dispatch*.

"Postal Authorities Are Enforcing the Rule."

This heading appears over a double-column article, set in boldface type, in the *Benton County Times*, Vinton, Iowa, which makes good use of a letter from a congressman to urge readers to pay their subscriptions. Others may do likewise. The article reads as follows:

Newspaper subscriptions must be paid. That is the dictum that comes from Washington.

In a recent letter to an Iowa editor, Congressman Jamieson sends out the following warning:

"My attention was called a few days ago to the case of one of the Iowa newspaper men, the publisher of a country weekly, who was cited by the Postoffice Department to show cause why he should not be deprived of his privilege to send his paper through the mails at the second-class rate, because it appeared that he had not been living up to the regulations which required that his subscribers must all have renewed within one year.

"Of course, you remember the ruling made a little over two years ago that subscriptions must be expressly renewed within the following periods: Dailies, within three months; semiweeklies, within nine months; weeklies, nalism. The popularity of the Wisconsin course is attested by the fact that twenty States are represented by these students, which makes the Western university a center for journalistic education.

An Exceptional Special Edition.

Among the many special issues that come to my desk month after month, there are few that could compare with the "Quarto-centennial Edition" of the *Steamboat Pilot*, Steamboat Springs, Colorado, for typography and press-work. It consisted of fifty-six pages, 12 by 17 inches, printed on a heavy machine-finished paper of good quality. The first page is reproduced, to show the general style. Each page was enclosed in a one-point rule, and all headings and the display in the ads. were set in old style. A few of the ads. are shown, as they demonstrate the possibilities of a single style of type. No. 1 brings out the prin-

cipal line and the secondary display nicely. No. 2 was a most difficult bit of copy, and the compositor got the very best out of it. It is hard to realize, after seeing this ad., what a conglomerate mess an inexperienced man could have made of it. No. 3 is a full-page arrangement, while Nos. 4 and 5 show the possibilities with small ads. It should be noticed how few capital lines are used. Lower-case is always more legible than capitals, and makes a much neater ad.

House Organ for a Newspaper.

House organs have been used for years by many of the large manufacturers, but a house organ for a newspaper is a new conception. The York (Pa.) *Dispatch* comes out with a little sixteen-page publication, which it terms *Logick*, the first page of which is reproduced. It is made up principally of such articles as "Business Ailments," "Tips for the Salesman," "Courtesy to Customers" and "Suggestions for Employers." Of course, the *Dispatch* and the *Daily* (the latter is the evening edition of the *Dispatch*) come in for a large share of the space. Among the circulation arguments is one which must attract attention. It is headed "Put It This Way," and reads thus:

It is a liberal estimate to say that York has 50,000 inhabitants. The average number of people in a family is five each. That would give York 10,000 families. The sworn, proven circulation of the *Dispatch* and *Daily* is more than 10,000 copies daily in York alone. Draw your own conclusions. Ten thousand families — 10,000 city circulation.

Newspaper Criticisms.

The following papers were received, together with requests for criticism, and brief suggestions are made for their improvement:

Stutes Printing Concern, Spokane, Washington.— The *Tamarack* is an excellent specimen of composition and presswork.

Ipswich (S. D.) *Tribune*.— Your "Industrial Number" deserves all the kind words that have been said about it. There are few papers produced in towns of 1,000 population that can equal it.

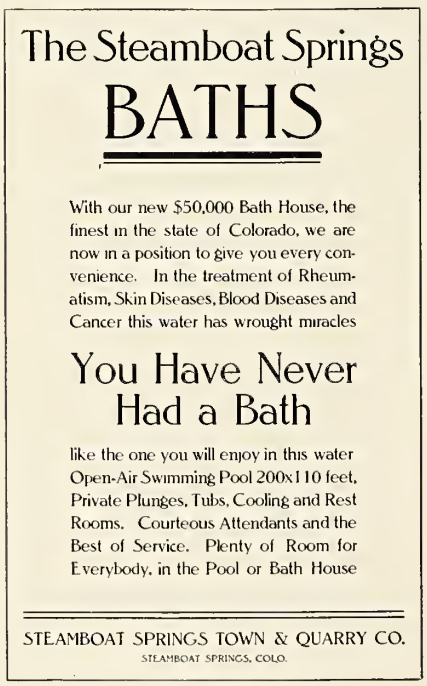
West Fort Meade (Fla.) *Leader*.— You have made good advertising progress in the eight weeks since your first issue, and your policy of boosting the home town, and boosting hard, is evidently going to win. In the meantime, watch your presswork — a neatly printed paper is much more inviting to those advertisers who are not yet in your columns.

Rossville (Ill.) *Press*.— Try to avoid the mixing of so many short pieces of plate matter in with the type; it gives your paper a conglomerate appearance. Aside from this there is nothing mechanically to criticize.

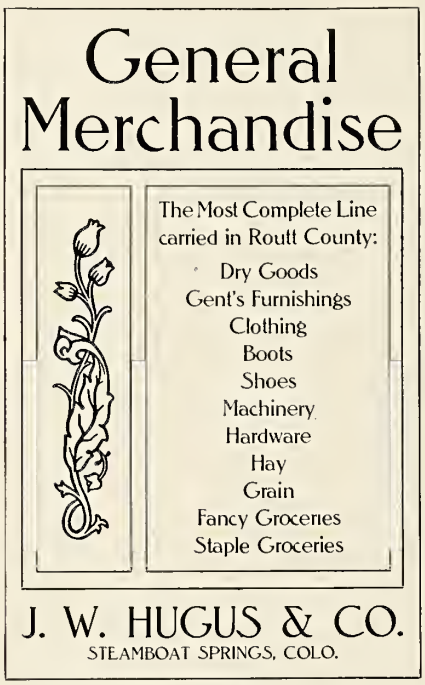
Benton County Times, Vinton, Iowa.— There is nothing about your excellent paper to criticize except the placing of ads. in all four corners of practically every page except the first. Ads. are nicely displayed and the presswork is good.

S. Irish, Quincy (Ill.) *Herald*.— The stereotyping and presswork on the *Herald*, upon which you request criticism, are all that could be desired. All the plates are cast clearly and trimmed perfectly, and the color and impression are both even.

Fowler (Kan.) *Gazette*.— You should avoid dividing a word at the end of a line in a display head, which can easily be done by an occasional change of wording. In your issue of April 8 appears: "New Photo Gal-" "lery Opened Sat." There was plenty of room for all of "Gallery" in the first line, and the spelling out of "Saturday" (which should not have been abbreviated in any case) would have made the second line of corresponding length. In the double-column heading over the bank statements the omission of "Now" would have avoided dividing "Deposit."



No. 1.



No. 2.



No. 3.

Criticisms of Ad. Display.

Some excellent ads. were received this month for criticism, but space will not permit of their reproduction. The number of compositors who submit good ads. is constantly increasing, and the improvement in display is marked. A few criticisms follow:

Vance R. Noe, Estherville (Iowa) *Enterprise*.— Your double-page ad. is a very good piece of work. If you could have had a little more space at the top for a still larger line it would have been better.

H. Emmet Green, Anthony, Kansas.— Your ads. all show commendable judgment. Those broken up by panels are the best. Always try to have one line the most prominent in the ad.— most of your ads. have such a line, but a few have not.

C. H. McAhan, St. Joseph (Mo.) *News-Press*.— The series of forty bank ads. show many pleasing arrangements and I can readily understand why they were "business-getters." If possible, I will reproduce a few next month.

A Prize-winning Ad.

Last month, under the heading, "A Prize-winning Newspaper," was shown the first page of the Junction City (Kan.) *Union*, which was awarded a prize by the Kansas Editorial Association for the neatest appearance and the best general make-up. At the same meeting the Larned

(Kan.) *Chronoscope* was awarded first prize for the best single display ad., and the winning ad. is shown on page 411. This type of display is nearly always selected as the best, and it will be a long time before anything will be found which will supersede rule-panels. A few years ago borders

Agency for the Famous Columbia Phonographs and the Late Columbia Records that Absolutely Will Not Break

Mining Exchange
News Depot

Cigars, Tobaccos, Candies, Post Cards
Curios, Magazines, Stationery
and School Supplies

STEAMBOAT SPRINGS, COLORADO

No. 4.

were all the rage, but the plain rule is so much superior that every student of typography readily concedes that there is no comparison.

News Notes.

Baltimore Socialists will start a paper.

The Ashland (Ohio) *Independent* will absorb the *Commercial*.

A Socialist newspaper will be issued at East Liverpool, Ohio.

The Grangeville (Idaho) *Globe* has absorbed the *Standard-News*.

The *Wall Street Summary* has changed its name to *Financial American*.

Senator Clarence Davis will establish a daily paper at Sapulpa, Okla.

A company is being organized to publish a new German weekly at Pekin, Ill.

A new weekly paper and job-printing office are scheduled for Dresden, Ohio.

The Star Publishing Company, Indianapolis, is in the hands of a receiver.

An afternoon edition is now being issued by the *Morning News* at Canton, Ohio.

The Ashtabula County *Sentinel* and the Jefferson (Ohio) *Gazette* have been united.

The Southern Publishers' Association held its eighth annual convention on May 10-11.

A new paper will be launched in Crookston, Minn., by A. L. Barkland and J. N. Kirsch.

A new daily paper is planned for Frederick, Md. Fabian Posey is heading the movement.

The Missouri Press Association will hold its annual meeting at Cape Girardeau on June 15.

A two-year-old weekly, the Rapid City (S. D.) *Guide*, has developed into an afternoon daily.

Frank A. Munsey is erecting a fourteen-story steel-frame building to house his Baltimore *News*.

Clifford C. Ward has purchased the interest of George A. Perry in the Charlotte (Mich.) *Tribune*.

The *Daily Register*, Birmingham, Ala., which recently was burned out, will not resume publication.

Malcolm Glendenning and E. B. Reitzel have secured a lease on the Wallace (Idaho) *Daily Press*.

Leon Westmoreland has been succeeded by M. A. Dodd as editor of the *Democrat*, at Greenwood, Ark.

The Albuquerque (N. M.) *Star*, recently established as a daily, is now being issued but twice a week.

An Episcopalian periodical — the Montgomery *Churchman* — has been established at Montgomery, Ala.

A new Democratic paper, which, it is said, will be a prohibition sheet, is announced for Clarksburg, W. Va.

The newspaper women of St. Paul, Minn., have organized a society, to be known as the St. Paul Newspaper Women.

Frederick I. Thompson, of New York city, has purchased a controlling interest in the Mobile (Ala.) *Daily Register*.

Geo. E. Elwell has discontinued the publication of the Bloomsburg (Pa.) *Columbian*. The paper was forty-one years old.

Charles Standburg, the well-known Milwaukee newspaper man, has been made secretary to the new Socialist mayor of that city.

The Lethbridge (Alta.) *News* has been purchased by J. H. Woods, of the Calgary *Herald*, who will issue the paper as a daily.

A controlling interest in the Kentucky *Republican*, at Harrodsburg, Ky., has been purchased by Frank P. James, of Frankfort.

Chicago is to have a new daily newspaper, which will begin publication some time this month. It will represent the commercial interests, and will be known as the *Commercial Times*. Victor H. Polcheck, former managing editor of the *Examiner*, will be its publisher.

A stock company, headed by Thomas O'Keefe, has taken over the El Paso (Tex.) *Morning Times*. The price paid was $150,000.

L. A. Gardner will begin the publication of a labor paper at Oil City, Pa. It will be the official organ of the Central Labor Council.

It is rumored that Charles P. Taft and Henry W. Taft, brothers of the President, are negotiating to secure control of the New York *Sun*.

The South Amboy (N. J.) Printing Company, recently incorporated, has taken over the South Amboy *Citizen* and the South Shore *American*.

Twenty-five thousand dollars a year will be spent by a committee of Salt Lake City business men in advertising to the world the greatness of Utah.

O. G. Wood, well known in Butte (Mont.) newspaper circles, has purchased the interests of Sam Roberts in the *Tribune-Review* and is now its editor.

A number of capitalists of Wilkesbarre, Pa., have organized a company for the publication of a monthly magazine, to be known as the *Man's Magazine*.

At Marietta, Ohio, the junior class of the Marietta College, which was recently expelled, has issued the first edition of the *Junior Suspender*, a four-page newspaper.

A fight in the interests of home printing establishments and against having local work done in other cities has been launched by the San Francisco Typographical Union.

A 1-cent Sunday morning newspaper is the latest achievement of Frank A. Munsey. The Boston *Journal* is now a seven-day paper, with a uniform price for every day of the week.

Patrick C. Baker has retired as general manager of the Detroit *News* and will hereafter act only in an advisory capacity. Michael J. Dee, contributing editor, has also resigned.

Editor James G. Shanley, of the Union City (Ind.) *Eagle*, has been sent to prison by the Federal Court for the embezzlement of Government funds while postmaster at Ridgeville.

Harry B. Smith, formerly auditor of Marion county, Ind., has been made general manager of the *Public Official Magazine*, which recently was moved from Terre Haute, Ind., to Indianapolis.

The Juneau (Alaska) *Daily Record* was visited by vandals for the second time recently and the plant badly damaged. A sledge-hammer and crowbar were used on the Linotype machines and presses.

The recent suspension of the Ulster (N. Y.) *Record* left the town without a newspaper, and plans are under way by public-spirited citizens to start another paper, with M. C. Twigg as editor.

William R. Hearst has brought damage suits against a score of newspapers for the publication of the attack made upon him by Mayor Gaynor at the recent publishers' convention in New York.

Charles Thornton Libby, editor of the Six Towns (Me.) *Times*, was horsewhipped recently by Col. Fred Hale, son of the late Senator Hale, for an alleged insulting reference to his mother in the *Times*.

Amerika, the daily German paper of Sheboygan, Mich., has been sued by the Sheboygan Light, Power & Railway Company, which alleges that the paper charged systematic swindling on the part of the concern.

Groceries

Full Line of First-Class Groceries
Hardware and Machinery always
kept on hand. Prices Reasonable
Terms Strictly Cash

F. H. COX, Clark, Colo.

No. 5.

John L. Moorman, editor of the Starke County *Republican*, and Congressman Henry A. Barnhart, editor of the Rochester (Ind.) *Sentinel*, are candidates for election to Congress in the Thirteenth Indiana District.

Damages amounting to $100,000 are alleged to have been sustained by a New York assemblyman through an article which appeared in the Oneonta (N. Y.) *Press*, and suit has been brought against the paper for that amount.

A number of web pressmen on Chicago newspapers went on strike recently, but their places were promptly filled by President Berry, of the International Pressmen's Union. The trouble was caused by a jurisdictional dispute.

Col. W. D. Mann, editor of *Town Topics*, New York, has been awarded a favorable decision in his appeal from the verdict of $40,000 damages in his trial for libeling Samuel Dempster, a Pittsburg millionaire. The United States Circuit Court of Appeals has ordered a new trial.

Changes of Ownership.

Kilbourn, Wis.— *Mirror-Gazette*. E. J. Wheeler to Theodore Freer.

Fond du Lac, Wis.— *Telegraph* (German). New owner, W. H. Weber.

Lemmon, S. D.— *News*. Sold to T. D. Potwin, publisher of the *Signal*.

Spring Hope, N. C.— *Leader*. R. E. Ransom to his partner, Walter Buck.

Newport Pa.— *Ledger.*
Severance, Kan.— *News.*
Russellville, Ky.— *News.*
Everest, Kan.— *Enterprise.*
Charleston, Ark.— *Express.*
Eddyville, Iowa.— *Tribune.*
Orleans, Neb.— *Chronicle.* Sold to Horace Phelps.
St. Catharines, Ont.— *Journal.* Sold to J. M. Elson.
Ozark, Mo.— *Republican.* H. A. Clay to B. F. Lusk.
Yukon, Okla.— *Sun.* George McComas to L. G. Grove.
Osceola, Ark.— *Press.* Benton & Hanson to J. F. Cross.
Coggon, Iowa.— *Monitor.* E. C. Nash to W. M. Crosier.
Mount Pleasant, Iowa.— *Journal.* Leased to E. J. Richards.
Charlotte, Mich.— *Tribune.* Perry & Perry to Ward & Nies.
St. Ignace, Mich.— *Republican-News.* Sold to E. J. Chattelle.
La Grange, Mo.— *The Indicator.* Sold to Rev. W. R. Painter.
Clay Center, Neb.— *Sun.* W. Palmer Estate to John M. Jones.
Collins, Miss.— *Commercial.* E. L. Dent to W. H. L. Carruth.
Illiopolis, Ill.— *Center-Record.* C. M. Buckles to H. J. Knotts.
Fruita, Colo.— *Telegram.* Wagner & Hickman to A. P. Wernden.
Jackson, Tenn.— *Democrat.* Sold to *Daily Whig* and discontinued.
Perry, Okla.— Noble County *Sentinel.* Leo Wharton & Son to E. J. Garner.
Crescent City, Okla.— Logan County *News.* Joseph Frishman to B. P. W. Newowske.
Fairburg, Ga.— *News.* Sold to company headed by Dr. J. T. Lorrgino and W. J. Campbell.
Danbury, Conn.— *New England Medical Monthly.* Sold to Annals Publishing Company, Boston.
Belleville, Ont.— *Daily Ontario.* T. S. and S. R. Carman to W. H. Morton and J. O. Herrity.
Muncie, Ind.— *Evening Press.* New owner, George B. Lockwood, publisher of the Marion *Chronicle.*
Black Rock, Ark.— Lawrence County *Democrat.* Leased by W. H. Daniels, who has changed the name to *The Developer.*

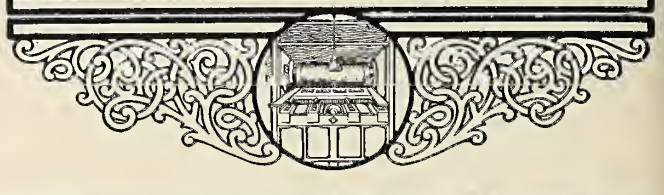
New Publications.

Huntsville, Ala.— *Times.*
Stewart, B. C.— *The Portland Miner.*
Peace River, Alta.— *Peace River Pilot.*
Saylersville, Ky.— *Leader.* R. C. Minix.
Antlers, Okla.— *American.* F. G. Pruty.
McDonough, Ga.— *Herald.* R. L. Johnson.
Richmond, Tex.— *Hornet.* Leigh M. Ballowe.
Burrton, Kan.— *Free Lance.* Ben W. Harlow.
Aldermere, B. C.— *The Interior.* James Coyle.
Frederick, Md.— *Press* (daily). Fabian Posey.
Hominy, Okla.— *Osage Eagle.* Ernest W. Jones.
Grenada, Miss.— *Optimist.* J. K. Morrison, editor.
Tracy City, Tenn.— *Mountain Herald.* J. B. Brown.
Boston, Mass.— Boston *Common.* Edward H. Clement.
Montgomery, Ind.— *Weekly Times.* S. L. Walls & Son.
Phœnix, Ariz.— Capital City *News* (daily). W. D. Bell.
Bartow, Ga.— *Tribune.* Paul F. Callahan and C. A. Perry.
Columbus, Ohio.— *The Week in Columbus.* C. C. Philbrick.
West Liberty, Ky.— Licking Valley *Courier.* S. M. P. Hurt.

Deaths.

Hayfield, Minn.— R. B. Russell, editor of the *Guard.*
Northfield, Minn.— Joel P. Heatwole, editor of the *News.*
Douglas, Ariz.— Frank Aley, well-known newspaper man.
Montreal, Que.— Carroll Ryan, veteran Canadian journalist.
Atlantic, Iowa.— Henry Clay Johnson, editor of the *Messenger.*
Augusta, Me.— Clarence Burleigh, editor of the Kennebec *Journal.*
Lee, Mass.— Wellington Smith, president of the Smith Paper Company.
West Allis, Wis.— Charles H. Bissell, pioneer Wisconsin newspaper man.
Dyersburg, Tenn.— Samuel N. Sedway, many years editor of the *Gazette.*
Athens, Ga.— Curtis Y. Harris, for a number of years editor of the Athens *Journal.*
Boston, Mass.— Charles Edwin Hurd, since 1874 literary editor of the Boston *Transcript.*
Dobbs Ferry, N. J.— Henry S. Brooks, formerly editor of the California *Mountaineer.*
London, Eng.— Sir Robert Giffin, the well-known English journalist, financial writer and statistician.
New York, N. Y.— Horatio Dorr, one of the city's oldest newspaper workers, and known as the dean of police reporters.
Elizabeth, N. J.— Howard Harrington Moore, for more than a quarter of a century connected with New Jersey newspapers.
Mobile, Ala.— Reuben Smith, prominent western newspaper editor and author. His delineation of negro character attracted wide attention.
Washington, D. C.— A. J. Halford, at one time managing editor of the Indianapolis *News* and recently acting in a similar capacity on the Washington *Post.*
Albany, N. Y.— John T. Maguire, one of the founders of the Albany *Sunday Press* and the *Evening Call,* and for nearly forty years connected with the *Times.*
Montreal, Que.— Charles Belleau, one of the city's best-known printers, and delegate to the International Typographical Union convention at Philadelphia in 1876.

PRESSROOM



The assistance of pressmen is desired in the solution of the problems of the pressroom in an endeavor to reduce the various processes to an exact science.

Printing without Bearers.

(671.) Submits some campaign-cards having oval half-tone portraits of candidates, with their names in black-face condensed on the side. These cards are printed on ordinary white Bristol board, two and four on, in black ink, on a 10 by 15 platen press. The trouble experienced is due to the rollers sliding between the cuts, which causes the roller to deposit an irregular amount of ink on the cuts. These abnormally inked spots show strongly, as the cuts have a dark background. The cause is probably due to the use of but two rollers, and the lack of chase bearers. Would advise the use of rollers of the maximum circumference of that size press, so as to give the greatest possible covering capacity for the form.

Transparent Tints.

(655.) In making tints that are to be run over a key-plate or a darker color, the neutral medium may be obtained from ink-dealers. It is sold under various trade names. With the medium is incorporated sufficient pigment to give the tint or shade desired. As the tint medium or body is neutral, drier is added to suit the work in hand. As this matter is more or less guesswork unless worked out beforehand, the quantity necessary should be determined by trial, using the approximate amount of tint on the block and the same stock. This applies to extended runs on high-grade stock rather than to ordinary work. A sample sheet of the tint with the formula attached, giving details as to quantities and other relative matter, is helpful on a repeat order.

Lake Colors.

(669.) "What is meant by the term 'lake,' as applied to printing-inks, such as rose, brown or green lakes?" *Answer.*— The dictionary gives the following definition: "Lake is derived from the French '*laque*,' the same source as '*lac*,' a resinous substance secreted by a scale insect." By this classification is meant organic colors precipitated on heavy spar, clay, etc. The colors of lakes depend somewhat upon the nature of the hydroxid and that of the dye-stuff employed. Carmine lake, which is prepared by precipitating the coloring matter of cochineal, as by adding sodium carbonate to a cochineal decoction containing alum or stannous chlorid (tin salt), is of a beautiful scarlet color. Persian berries and quercitron give yellow lakes. The various lakes furnished by the coal-tar colors find extensive application in the printing arts.

Unsuitable Ink.

(667.) Submits several circular and form letters, printed on both sides on a thin bond paper. The ink used is a cheap grade, which shows through the stock, although the make-ready and printing of the letters are carried through properly. The letter reads: "You can undoubtedly tell us why ——— bond papers are so transparent. On several jobs on this kind of stock, twenty-pound folio, when

printed on both sides, they caused trouble by showing through. Is this caused by the ink or is it due to the paper?" *Answer.*— The fault appears to be with the grade of ink used, as we tested the stock with a thin and with a heavy bodied ink. Use a good job or policy black for bond paper, where a light-faced letter is used and where but little ink is required. This is real economy, for it requires but a small quantity of ink to give a finished appearance to the work with an ordinary make-ready. This is true, because the vehicle is less in proportion to the pigment carried; the ink then is not so subtle as the thinner grades and is, therefore, less penetrant.

Dampening Rollers with Lye.

(672.) "My pressman claims that rubbing rollers with lye or water will soften them and give them more suction. I claim that it will harden them and soon make them useless, but hold that if they are rubbed with a sponge that is damp it will benefit them. Would like your opinion." *Answer.*— We would not advise the use of lye or water in the manner described, as it will cause a deterioration of the roller. It may have been necessary in the case of a very hard roller, in order to make it serviceable for some occasion. Rollers having such a strong affinity for ink that benzin or turpentine does not entirely remove it are sometimes lightly sponged. The surface is made clean and slightly tacky and it takes ink readily. This treatment gives temporary relief. If rollers appear to need manipulation of this sort frequently, they should be renewed. Some pressmen sponge the roller with glycerin, allowing it to remain until partly absorbed. When rollers appear dead, having no resiliency, they should be renewed, as temporizing in matters of this kind is a waste of time and material.

Curled Bond Paper.

(673.) In submitting a ruled bond letter-head, which shows the usual tendency to curl upward on the head, making it a difficult matter to feed, writes: "The enclosed specimen is of a grade of stock which causes a great deal of trouble when feeding. The stock is fully acclimated to our pressroom, having been in hand two weeks. In a few minutes after opening the packet the sheet will curl to an extent making it almost impossible to feed into a job-press. We have tried to remedy matters by pressing the stock, dampening the edges, pasting strips over the guides, taking small lifts, etc. We would like to know what remedy to apply so as to get results." *Answer.*— The difficulty is a common one with stock ruled on one side, and probably can not be fed readily to the guides unless it is rolled, in small lots, the opposite way to that it tends to curl. If a packet of paper is kept wrapped, it does not readily become seasoned, as it is not directly affected by the atmosphere. If our readers know of any method besides rolling the stock reversely, we would like to make it known for the benefit of those troubled in the same manner.

Printing Parchment Diplomas.

(666.) A Canadian subscriber asks the following question: "Will you kindly send instructions for printing on parchment from type?" *Answer.*—As parchment in its natural condition has a greasy surface, which will not take ink readily, clean the surface by sponging it with alcohol, benzin or acetic acid just previous to printing. The ink should be a heavy grade — bookbinder's or engraver's black is the most suitable grade to use. As these inks are much stiffer than the ordinary grades used, only hard rollers will properly distribute the ink, and as the number to be printed is usually limited to a dozen or so, it is advisable to ink the form by hand, using a hard, smooth proofing-roller, distributing the ink on a warmed slab or platen. The form should be made ready in ordinary black ink, so as to print uniformly even on a piece of ledger stock of equal size. A few sheets of print in addition to this amount of impression will not be too much when printing on the parchment. After the surface of the sheet has been sponged lightly, to remove the grease, the sheet may be fed to the guides and the machine pulled over slowly, for the stiff ink will tend to lift the surface of the parchment, if the press runs over too rapidly. The printed sheets should be laid out singly, and left to dry about twelve hours at least, longer if possible. Aside from the surface conditions of the material and its value, the printing of parchment does not require any greater skill than if the printing was to be on ledger paper.

Tympan Tears.

(670.) "We are using a ——— two-revolution press, with a rubber blanket and two sheets of tympan over it. As the rubber blanket is in poor condition, we want to dispense with it and have tried a tympan of manila, but it will not stay on while printing fifty sheets. It pulls away at the gripper's edge. Will you tell us the cause of this and suggest a remedy?" *Answer.*— It is quite possible that too much tympan is carried, and as a consequence there is a drag from the form which pulls the packing from the clamps. Where the rubber is used, it being more resilient, less packing is required, hence the same result is not apparent. If you wish to continue the use of a soft tympan, take print-paper sufficient to make two sheets above cylinder bearers. Fold it over, paste and attach two-thirds of it under the clamps. Take a piece of muslin or drilling and attach to the hooks under the clamps and reel it tight. Place the balance of the tympan on the hooks and use a thin piece of manila, oiled on both sides, as a top sheet; draw this as tight as it will stand. A tympan of this kind will give good service. The part above the fabric may be changed when found indented sufficient to cause trouble. It will be advisable to see if the cylinder is set low enough. When the form is off, remove the bed bearers and turn the cylinder to take impression. While the machine is in this position push a large metal M or W under the cylinder bearers. It should not go through freely. Lower the cylinder on both sides until it requires force to pass the letter under the cylinder bearers. When the news form is placed on and the cylinder is brought to take impression, the cylinder bearers should have a tight contact with the bed bearers. Lower the cylinder until this is accomplished. In this state the form will not drag on the tympan. Keep the bearers free from oil, so there will be no tendency to slip, which will cause a slur at the head and tail end of the form.

Paper Lint on Solid Cuts.

(668.) Submits post-cards with solid background, printed in medium brown ink, on enameled post-card stock. The cuts are marred by having the solid part dotted with numerous spots due to paper fluff or lint adhering to the plates. The printer writes: "We have had a large halftone made up, but we are experiencing some difficulty in running. The background is solid, so that the least speck or small particle of paper falling on the plate leaves a spot, giving a speckled appearance to the print. We have tried wiping off the stock, but the rubbing of the cardboard against the guide seems to rough up more particles and so continues our difficulty. We would appreciate any suggestion that will help us to overcome this difficulty." *Answer.*— In printing solid cuts of this character it is helpful to give the press a thorough cleaning, to remove the dust and fine

particles of paper from the interior of the cylinder and from the sheet-guards, rods and other places. This may be done by blowing the dust out, by wiping or by a vacuum-cleaning arrangement, which may now be adapted to almost every use. This is one of the preliminaries to clean printing in solid cutwork. The next thing is to have the stock clean on the edges, which in the case of cardboard should be brushed with a bristle brush. The ink and rollers must necessarily be of the best. In the case of the form rollers some pressmen place a soft roller next to the cylinder; one having a trifle more suction than the others in use will tend to take up particles of dust that fall on the plates. This roller is removed occasionally and washed. The application of an attachment close to the cylinder which will take up dust or loose particles of paper lint is recommended. Such a contrivance can be made by any of the various concerns that make or equip shops with vacuum cleaners. These portable machines are in successful operation in composing-rooms for the cleaning of cases, and we believe it would not require much skill to adapt them for use in the pressroom.

Troublesome Spots on Cardboard.

(674.) Submits an 8 by 11 inch sheet of coated blank board, .05 inch thick, printed with a 133-line screen half-tone cut. The background of the subject is in middle tones, giving a dark-gray effect. Three large white letter lines appear in the upper part of the subject, which contrast well with the medium tone of the background. This background being gray in effect, shows all white spots plainly, while the black ones do not appear as strongly. A number of spots appear, some all white, others black with a ring of white, while another kind shows a white spot with a dot like a period in the center. The clear white spots do not show any depression, the black spots are from adhering particles attached to the plate. The following letter explains the trouble: "We write you for some information on printing, and enclose a stamped envelope for reply. We are printing some 5A cardboards for a customer, one-color half-tone. Most of these cards have white spots like on the accompanying card. There are no two cards which have the spots in the same place, thus proving that it is not the fault of the engraving. We do not know what causes these spots, and are having trouble with our customer. He claims that they should not be there and threatens to decline the work. The paper-dealer claims that this card is the very best which is made, that the fault does not lie with him, and that it would be impossible for us to obtain better cards for printing purposes. We felt that these spots might be caused by the dust, and we are having every card passed over a piece of felt and have taken precautions to keep the dust away from the cards before printing. We are using first-class ink; printing on a ——— press; double-rolling; are running slow, and take every precaution to give first-class work. But, in spite of all this, there are white spots on almost every card, some with more and some with less, and always in different places. We can not understand what is the cause of this, unless it is depressions in the cardboard which do not permit of the ink catching them. We would like to know if there is any way of avoiding these white spots?" *Answer.*—A close examination of both sides of the cardboard shows a few depressions in its surface, such as may be found in any good board. None of the white spots show any depression in their centers, indicating the cause to be due to adhering particles that became attached to the plate after it was inked. The black spots having a white ring about them appeared to be caused by hard ink or other substance attached to the plate. The white spots with a black center also came from the ink. It may have been a bit of composition or other matter, but had no characteristics of paper lint or dust, the clean white spots being caused from that alone. The size of the spots varied from three to five screen lines. A careful analysis was made of the foregoing on account of the controversy. The causes that lead to such a condition are somewhat similar to those mentioned under another head in this department, and possibly met occasionally by printers not making a specialty of this grade of work. It is well known that all paper-stock carries a quantity of loose material, which being light, floats and finds lodgment in the press, on the rollers, and on the form. The very lightness of the material makes it troublesome, for it will adhere to a plate after it is inked and then a white spot appears. This is troublesome in solid cutwork especially, and sometimes makes it necessary to retouch the printed sheets with a pointed lithograph crayon to remove the spots. After the stock has been cut and its edges brushed with a whisk-broom or bristle brush, and then jogged to remove any loose matter held between the sheets, it should be fairly free from the troublesome bits of paper or enamel. The press should receive attention at the same time, so as to leave no loose material to be dislodged by vibration or air-currents. In the matter of ink and the cleanness of the form, clean ink only, free from scum, should be used. The ink from the bottom of the fountain next to the roller should not be returned to the can, as it will be found to be composed of paper fiber and other foreign matter deposited there from the roller. Trouble of this kind can often be traced to some neglect. The form, if frequently washed, will remove one source of trouble, that of particles adhering to the plate.

THE BATH OF BEER.

While visiting the composing-room of the Atlanta *Constitution* recently, the casual observer found himself in the presence of a group of machines which were among the first installed by the Mergenthaler Linotype Company, nearly twenty years ago. The *Constitution* was the third paper in the United States to be so equipped. A little story still lingers in Atlanta, and even was retold in El Paso, Texas, of that time so long ago when Mergenthaler went to Atlanta himself with these very machines and superintended their erection.

One night everything seemed to go wrong, and copy for the morning edition was not being turned into slugs very rapidly, owing to the fact that the slugs were not ejecting smoothly from the molds. Mergenthaler, discouraged and at his wit's end, suddenly turned to the business manager, who was standing by and wondering what would happen if they did not get the paper out, and said "Can you get me two or three bottles of beer?"

It was about 1 A.M. and the saloons were closed, but the business manager dug some up, evidently sympathizing with a man who needed a drink so badly at that hour of the morning. When he handed over the beer, however (so the story goes), Mergenthaler walked to one of the machines and knocked the neck of the bottle sharply against the top of the elevator, so that the beer flowed down over the mold and the jaws. The effect seemed magical, and slugs began to eject freely and clearly, and no more trouble was experienced that night. Just what chemical effect the beer had on the Linotype mold and metal is not known, but it did the trick.

Those eight square-base Linotypes are still "on the job" in the *Constitution* office, but Georgia is now a dry State, and even when operators feel the need of lubrication "near beer" is all that can be had.— *The Linotype Bulletin.*

UNITED TYPOTHETAE CONVENTION.

WITH a conventional welcome to the District of Columbia by Commissioner Cuno H. Rudolph, and a rather unconventional reply by Edward A. Kendrick, of Buffalo, New York, the twenty-fourth annual meeting of the United Typothetæ of America got down to business. The place was Washington, and the time Tuesday, Wednesday and Thursday, May 17, 18 and 19. The records show a total attendance of 311, as compared with 252 in 1909, 210 in 1908 and 166 in 1907. The 311 were divided into 104 delegates, 35 alternates, the remainder being recorded as visitors. All except a very few of these were present when the curtain was rung up on the first scene. With the exception of one executive session to discuss the treasurer's report, the meetings were open to visitors, a departure from recent custom. The officers' reports being printed in advance, the first actual business of the gathering was listening to Colonel Cushing, of Boston, read the report of the Committee on Topics, which disclosed that the committee had read and digested the officers' reports, as well as communications addressed to the convention, and recommended the assignment of the subject-matter of those documents to various committees. The assembled legislators either marveled at the wisdom displayed by the Colonel and his merry company of steerers, or were not inclined to enter into controversy, for the report went through without dissent, despite President Fell's appealing suggestion that somebody say something. Indeed, this policy of silent assent seemed to be characteristic of the assembly, as not once did any one essay to amend the committee's report and but once was a speaker heckled.



Delegates and visitors to the United Typothetæ Convention leaving the headquarters at the Raleigh Hotel for the "official inspection" of the United States Government Printing Office. Specially posed and photographed for THE INLAND PRINTER by Waldon Fawcett.

Securing Publicity.

With the appointment of some committees President Fell proceeded with the regular program, which called for Herbert L. Baker, of New York, to make an address on "Ideas for Improving Our 'Bulletin.'" The speaker thought the Typothetæ should make a wider use of the trade and technical press, as by that means the organization could reach more people than through the issuance of the "Bulletin," delivered free. He did not advise the elimination of the "Bulletin," but protested that to make it a publication in every way worthy of the Typothetæ might be unfair to and resented by the established journals, which have done so much for the trade and worthy movements of the organization. President Fell, who, by the way, has the courage, suavity and ability to be a successful "talking chairman," stood for a widely circulated "Bulletin," at the same time disclaiming any desire to injure the technical press, saying that "a man who does not take at least one trade paper is not fit to be a printer." No other person spoke on the subject, and in his report Secretary Heath gave no inkling of how he stood, except the expressed opinion that the value of the "Bulletin" had been increased by reason of more attention being paid to technical articles.

Reports of Local Secretaries.

At the beginning of Mr. Fell's term of office the national organization decided to defray the expenses of secretaries of local Typothetæ who attended annual conventions and presented reports. This was one of the most interesting features at the Detroit session, and, naturally, was looked forward to with considerable interest at the recent meeting. In introducing this feature the president declared that, during the past year, he had found the local secretaries to be the right hand of the national officers and the live wires of local organizations, for the instances were rare, indeed, when an organization did not reflect the activity of its working officer. The secretaries faced the convention to say their pieces in all the stages of uncomfortableness that pester men who are infrequently called on to speak. The meat of the addresses disclosed minds that run to statistics, to historical recitals, to the severely economic and to the idealistic, while Secretary Gillett, of

Milwaukee, presumed on his ancient connection with the organization to recite a piece of original poetry, which he "put over" in open meeting without provoking a police call.

Secretary Wilson, of Buffalo, gave us a peep at the slavery of a trade when he reported that, after the revival of business had fairly set in, there was a dearth of feeders and bindery employees — those persons having evidently drifted into other occupations. The more skilled workers, such as compositors and pressmen, emerged from cold-storage to meet the increased demand for their services.

Secretary Fitzhugh, in a low voice and with timid manner, told of the vigorous fight being made for the open shop by the Typothetæ at Des Moines, Iowa. He also claimed that the present working forces were of a highly satisfactory character.

Secretary Chesterman, of Chicago, laid particular stress on the work done by the labor bureau. He said it spread to a greater extent than had been hoped for. Work had not been as plentiful as might have been, but greater profit had been made from a smaller volume of output. One of the principal features of the Philadelphia Typothetæ's work during the year was the maintenance of estimating classes, which were conducted principally for nonmembers. Mr. Cummings cited an example showing the need of these classes, in the fact that a job which had required nine hours' composition was presented to the class and the estimated time for composition reached all the way from six to eighteen hours. These were perfectly honest estimates, and one of the purposes of the class is to give such instruction as would obviate similar exhibitions of lack of judgment. He also extolled the virtues of the labor bureau, saying that the "test" applied in Philadelphia had been of great benefit in "running down" men.

Secretary Smith, of New York, also joined the grand chorus in laudation of the labor bureau, which, he said,



Members of the United Typothetæ of America at the door of the White House ready to greet President Taft. At the head of the line the retiring president of the organization is shown in conversation with the new president.

was an important feature, and an absolutely necessary one, if nonunion conditions were to be maintained. The Chicago Typothetæ had not only been able to furnish good men to its members, but had done considerable work for nonmembers or Typothetæ in other cities. Mr. Chesterman recited instances where the bureau had given practical aid to several employers who were confronted by labor demands, enabling them to defeat the employees. He thought that this work should be supported by appropriations from the national fund to such an extent that a branch bureau might be established at Chicago for the purpose of serving the Western country. Mr. Chesterman also made a plea that members of the Typothetæ should give attention to such questions as workmen's compensation for injuries, old-age pensions, the establishment of mutual banks, and so forth and so on. Through such means the workers would be brought together and a bond of sympathy created which would hold them to their employers.

Secretary Cummings, of Philadelphia, reported conditions as being satisfactory; while there had been no great increase in membership, the influence of the Typothetæ had made it possible for his office to place three or four times as many men with nonmembers as with members. In two instances he had been able to man shops that had difficulty with their employees. He reported that the New York "wrong-font list" is now 1,700 names long, and warned his auditors that, with organizations as with individuals, only those who have a real purpose and a worthwhile program to present to the world can hope to succeed.

The principal feature of the report of Secretary June, of Syracuse, was the suggestion that the United Typothetæ maintain a corps of cost experts, to go up and down the country for the purpose of educating the guileless printer who insists upon working for nothing or next to nothing. Secretary Lester, of Springfield, Massachusetts, also made the beauties of cost-getting the burden of his dissertation.

Secretary Powers, of Grand Rapids, said his local had done some missionary work among the towns contiguous to "the Rapids," and suggested that the national organization should provide funds for such purposes, as it was practically impossible for small Typothetæ to bear the comparatively heavy incidental expenses.

Secretary Brown, of Kansas City, spoke of the rise of his Typothetæ, which he ascribed to W. J. Hartman, of Chicago, whom he termed "The Prince of Printers," who fired one iron shot from his cost gun and convinced the craftsmen of Kansas City of the need of organization.

When Secretary McCracken, of Winnipeg, was called to the rostrum, the convention was treated to a convincing talk on the greatness of Canada generally and especially the new Northwest. The speaker urged the Typothetæ to take special pains to look after the new towns in Canada's new provinces. He said there was an actual dearth of labor in Winnipeg — so much so that local printers had been compelled to send across the sea, and were in hopes of being able to secure twenty or thirty employees from the British Isles. Mr. McCracken averred that everybody expected the inauguration of the eight-hour workday would increase the number of small offices, but experience in Winnipeg proved the reverse to be the result.



WILSON H. LEE AND J. STEARNS CUSHING.
New President and new Executive Committee Chairman of the United Typothetæ of America.
Specially posed and photographed for THE INLAND PRINTER by Waldon Fawcett.

Among the other secretaries who contributed to this interesting portion of the program were Messrs. Murray, of Boston; Abel, of Elkhart; Kinnison, of Goshen, Indiana; Moulton, of Providence; George Hahn, of South Bend; Strickland, of St. Louis, and Ellis, of El Paso. The latter gentleman declared with feeling and amid some applause that El Paso was a nine-hour town and employing printers had no "truck with unions."

Porter on Pressroom Output.

As is his invariable habit, Mr. A. P. Porter, of Boston, read an informing paper, in a pleasing way, on "Pressroom Output." It fairly scintillated with good things — so good that the convention ordered it printed as a separate pamphlet for general distribution. Mr. Porter said, "Better print fifty thousand at ten per cent profit than one hundred thousand at five per cent," for there is health and peace of mind in the smaller run, as well as reduced friction on the plant, and just as much profit. He also directed attention to the fact that present customs make wastage in the pressroom a confirmed habit — for instance, stoppages for wash-ups, for change of rollers and a hundred other causes make a total of from thirty to forty per cent of nonsalable time and reduce the output to sixty or seventy per cent below the maximum. He also said that "too much plant" is responsible for a low production percentage, and advises exchanging of work between offices rather than the purchase of new machinery, until it had been proved by actual output that there is need for the extra machine. At the same time, he would not have the printer wasting time with obsolete machinery, as he advised strongly in favor of dropping worn-out presses, holding that ten years is a reasonable life for pressroom equipment. He did not mean to always buy new presses, but to exchange the old type for a more modern tool. In a lack of knowledge about paper Mr. Porter sees another failing of the printer who dissipates valuable time on clumsy experiments, that would be obviated if he were more thoroughly informed as to the proper treatment of paper in its relation to ink, etc. He referred to the immense volume of printing done, as shown by the census, and said that an increase of one hundred or seventy-five or even fifty sheets a day on each press would mean not only a great increase in the aggregate profits, but would add substantially to the income of individual printing-offices.

Mr. Charles E. Falconer, of Baltimore, read an address on "The Offset Press," which was heartily received, and is printed in full elsewhere in this issue.

Printers and Organization.

"The Attitude of Printers Toward Organization" was the subject of a talk by J. Clyde Oswald, editor of the *American Printer*. Mr. Oswald is sure printers are favorable to organizations, as there are no fewer than four associations of employing printers in the city of New York. In this respect they might take a lesson from the book of their employees, who, though more numerous, have succeeded in banding themselves in one strong organization, that his auditors had reason to know means business when it says

business. This question of joining and maintaining an effective organization is not so much a matter of confidence, in Mr. Oswald's opinion, as it is a matter of fairness and squareness. The employing printer is in a peculiar position as a manufacturer, as he can not take advantage of hard times and work up material into stock to be sold when the market is rising, but his product is a dead loss if not purchased by the individual ordering it. This lack of stability in the printer's market makes organization more than ordinarily desirable, and, at the same time, is the principal reason for the lack of it among employing printers. It is all very well to know costs, both in a general way and down to the smallest detail, but before printers can reap any benefit from that knowledge they will have to acquire the backbone to refuse work at a loss. How best to bring about this condition, is the problem of to-day, and, in the speaker's opinion, the secret of success will be found in effective coöperation.

at the minimum of machines. He said that a large plant — and consequently idle machinery — is inevitable in these days, as service is a prime requisite of success, and without capacious equipment it is impossible to give service, especially when an office is in the competitive field.

Frank E. Webner contributed to the discussion of costs by speaking to the subject, "Cost of Production of Printing." Mr. Webner said there was a material difference between the printing business and ordinary manufacturing, but he could not bring himself to see how a composing-room could be said to be losing money and the pressroom making it. As a matter of fact, there is no profit in the shop. The money is made in the office or by the sales force. He insisted there are many printers who know their business, and it is possible for all printers to follow in their footsteps, but they must first rid themselves of some traditional notions to which even the most successful adhere. In his opinion a cost system should not only say what it



HARRY K. DEAN, GEORGE M. COURTS, A. M. GLOSSBRENNER,
WILSON H. LEE, E. LAWRENCE FELL, FRANKLIN W. HEATH.

OFFICERS OF THE UNITED TYPOTHETÆ OF AMERICA WHO MADE THE WASHINGTON, D. C., CONVENTION A SUCCESS.

Specially posed and photographed for THE INLAND PRINTER by Waldon Fawcett.

Joseph Hays, of the Monotype sales force, read a paper extolling the virtues of that machine, and was followed by Leon Hornstein, who lauded the Linotype with great earnestness. At the conclusion of these papers, Mr. George H. Ellis, of Boston, moved "that the delightful pieces of fiction which we have just heard be referred to Mr. Falconer, of Baltimore, for examination and analysis."

Some Phases of the Cost Problem.

Secretary Morrissey, of the Minneapolis Typothetæ, read a paper prepared by Claude D. Kimball, of that city, on "Cost of Cylinder Press Products." The printing-office policy of allowing salesmen to make estimates was inveighed against as being a mistake. In other industries the salesman comes to the customer with figures prepared by men who know costs; conversely, the printer's salesman gives a figure and the office ascertains its correctness after the money has been spent and the job delivered. Mr. Kimball took issue with those who advocate keeping the plant

costs, but how it costs. There are so many ways of getting costs, however, that there is little use of making comparisons between those obtained in one office with those secured in another office, until we have a standardized system of cost accounting. From all of which Mr. Webner argued that the present crying need of the trade is uniformity in a cost system.

Apprentices and Trade Education.

Nearly one-third of the time of the convention was taken up with the discussion of topics bearing more or less directly on trade education. The subject was opened by Mr. Chesterman reading a paper on "Apprentices," which had been prepared by Thomas E. Donnelley, of Chicago. That gentleman gave a sketch of the old apprenticeship system and schemes now being advanced to supply its place. He favors the half-time method and unreservedly recommends it to printers generally. In doing so he referred to the apprenticeship school at the Lakeside Press,

where at present there are thirty scholars who are, through their parents or guardians, bound to an apprenticeship of seven years. This school has been in operation a little more than two years, under the management and supervision of an educator assisted by graphic-arts journeymen. The pupils put in four and a half hours in the shop and three and a half in the school, where suitable academic subjects are taught.

Isaac H. Blanchard, of New York, unqualifiedly endorsed the Donnelley plan, but said that the first step was to get the boys and then to be sure that the school and those connected with it were permeated with a practical idealism. He also outlined a government-supported trade school, where printers would not only reach a high state of individual development, but would be trained in the civic virtues that should inhere in every good citizen, which, Mr. Blanchard seems to think, are lamentably missing at this time. J. Stearns Cushing said Mr. Donnelley was to be commended on his enterprise, but the speaker's experience with the North End Union School at Boston led him to believe that the Chicagoan would have a great deal of trouble in getting the right class of boys. Mr. Cushing found that youths preferred to become pressmen or stereotypers, instead of compositors, as there is a widespread belief that machinery will eliminate the compositor as a factor in the printing business. He also pointed out that if Mr. Donnelley's plan were successful, at the end of seven years he would have 210 apprentices, which would reduce the demand for journeymen to a minimum. Mr. Cushing gave an interesting account of the development of the North End Union School, where boys are given a preliminary training and then apprenticed to one of the employing printers who are interested in the school.

J. Horace McFarland, of Harrisburg, Pennsylvania, exploited his idea for higher education. He said that he was not appealing for the benefit of those present, but for those who would come after them and continue with their business. He wants a West Point or an Annapolis to equip men to become the majors, colonels and generals of the trade. The overturn in the printing business is good, but the return is bad, because of the printer's ignorance of business principles and methods. Mr. McFarland does not blame the present generation for this, as they have no place to go to secure the desired information. He wants succeeding generations to be better provided for, and recited his experience in asking the faculty of Cornell University to institute a department of printing, and his surprise in finding that, partly through the instrumentality of the Society of Printers in Boston, the authorities at Harvard had determined to take up the matter, and they are now preparing to obtain higher education for the printer. When accomplished, this will be a long step toward the time hoped for by Editor McQuilkin, of THE INLAND PRINTER — when the maker of a fine book should be deemed as great and serviceable a citizen as one who built a fine house or painted a great picture. The speaker thought this a modest ideal, and felt that we were on the eve of achievement.

On behalf of Chairman Glossbrenner, of the committee,



Executive officers and the Executive Committee of the United Typothetæ of America. Specially posed and photographed for THE INLAND PRINTER by Waldon Fawcett.

Mr. Kendrick presented an informal report on the Winona School at Indianapolis. He spoke of the difficulties that surrounded the venture, and said the committee felt it was justified in looking on the future optimistically, as it believes the school will yet be a part of an institution destined to be the great trade educational center in this country. He appealed to the compositor to retain control of the concern.

Charles Bookwalter, formerly mayor of the Hoosier capital, and now receiver of the Winona institution, followed Mr. Kendrick. He said he was anxious to be a receiver who would construct and that the people of Indianapolis were determined to make their institution a success. In order to do so they had decided to give $65,000 a year for the support of the school. Heretofore there has been a tinge of sectarianism in connection with the school. Mr. Bookwalter said that such would not be the case in the future, as the institute would be known as " The National Trade School of Indianapolis." Declaring himself a union printer, who thought as much of his card as a sectary did of his religion, he said unionism or nonunionism would have no more to do with the trade school than it has to do

with the management of a religious denomination. If his fellow unionists are not prepared to give the boys a chance, then so much the worse for them, as the world does not wait for the slow-minded to catch up. Under the existing arrangement with the Typothetæ, the school is unable to do jobwork for outsiders, which Mr. Bookwalter declared to be a great mistake, and proposed to meet the objection by promising not to take more than $100 worth of work from any single office in Indiana. He made the familiar arguments in favor of trade education, drawing on Germany for his illustrations and "bogey men," and appealed to the Typothetæ to continue its support of the Winona institution under the new régime. The former Mayor's speech was probably the best made during the meeting, and the result was the adoption of a resolution pledging the organization to contribute $3,000 during the coming year to the national trade schools.

Seeing the President—The Envelope Issue.

One of the features of the official program was a reception by the President of the United States. Mr. Fell was



One of the cars in the tour arranged for the ladies of the United Typothetæ Convention.

especially anxious to have a large attendance, and in his earnest, convincing way told the delegates something about the need of putting their best foot forward when among the nation's lawmakers. He said that those whose business it is to represent the trade before congressional committees and the executive departments knew the importance of having an organization put up a good front both as to quality and quantity, so he urged his hearers to be on hand at the White House at the appointed hour, and, in addition, to make it their business to visit the capitol and send in their cards to their respective congressmen, dropping a word concerning the matter in which the Typothetæ is at present especially interested — the Government printing return cards on envelopes. Almost everybody went to the reception, but three senate leaders of national renown got there a few minutes before them, and the printers were kept standing for nearly an hour before being ushered into the presidential presence. When they returned to the hall they were accompanied by Congressman Weeks, chairman of the House Committee on Postoffices and Post Roads, and Congressman Smith, of California, who both addressed the convention, and after some pleasantries presented credentials as stand-patters by protesting against the current criticism of and comment on congressional doings. Mr. Smith roused his auditors to enthusiastic applause by saying that the committee would report a resolution having for its purposes the abolishment of the practice of printing special-request envelopes by the Government. Later in the session, Byron S. Adams, of Washington, related some experiences as chairman of the Typothetæ committee appointed for the purpose of effecting this change, and a resolution was adopted endorsing the action of the Committee on Trade Abuses.

About Affairs Generally.

The Committee on Topics did not dissent from any statement made in the officers' reports, and, as President Fell said, owing to the fact that the work done during the past year does not lend itself to loud exploitation, there was little startling information in the reports. Mr. Fell, however, advocates sending a representative to a town and allowing him to remain a sufficient length of time to do effective work, pointing out one instance where a Typothetæ which a year ago had but seven members in good standing is now the largest in the organization, having forty-one active members, with a corresponding improvement in the general condition of printers. This he attributes to the work of the representative, and, of course, he is in favor of having as many such placed throughout the country as the funds will permit. He does not believe that successful cost systems can be instituted by correspondence, except in rare instances, and concludes that "direct installation of a system by a representative is the true and only way to start a printer right."

The president had a good word to say for the first printers' cost congress, and the convention went a little farther by recommending the findings of the cost commission to printers throughout the country.

Chairman of the Executive Committee Lee joined in congratulating the organization on its growth in numbers and strength, saying that the financial condition is satis-

factory, despite the decreased dues and the expenditure of much money in extension and other work, the increase in membership being variously given at thirty-eight and forty per cent.

Secretary Heath covered much the same ground as his fellow officers, was optimistic as to the future, and said of the labor situation: "During the year no difficulties with employees have been reported by our members, and, so far as known, quiet and harmonious relations have existed."

At the suggestion of the topics committee the convention adopted a resolution authorizing the appointment of a committee to request Theodore L. De Vinne to allow a bronze bust to be made of himself for the use of the organization.

The president was authorized to appoint a standing committee on printing trade customs or usages, and to it was referred the question of the giving and acceptance of commissions by salesmen and employees, respectively.

New Officers and Their Work.

The convention took care that the incoming officers should not lack for work, as there were referred to them a number of subjects presented by the delegates. Mr. Lee and his colleagues will be required to determine whether a branch office should be established in Chicago and whether a weekly bulletin on costs should be issued, and the advisability of establishing an insurance fund for the employees of open shops.

The convention thought it improper for it to adopt a resolution endorsing New Orleans as the logical city for the proposed Panama Exposition and refused to endorse a national price-list, for the very obvious reason that there is such a diversity of conditions of production.

Under the chairmanship of H. M. Loth, of Chicago, the nominating committee presented a report recommending that the official chairs be filled as follows:

Wilson H. Lee, president, New Haven, Conn.

J. Stearns Cushing, first vice-president, Norwood, Mass.

George M. Courts, second vice-president, Galveston, Tex.

J. A. Morgan, third vice-president, Chicago, Ill.

A. M. Glossbrenner, treasurer, Indianapolis, Ind.

Executive Committee — L. T. Davidson, Louisville; Harry K. Dean, Grand Rapids; George H. Ellis, Boston; E. Lawrence Fell, Philadelphia; Alex Fitzhugh, Des Moines; W. T. Fletcher, Kansas City; William Green, New York; E. A. Kendrick, Buffalo; H. W. J. Meyer, Milwaukee; W. E. Milligan, San Antonio; Benjamin P. Moulton, Providence, Rhode Island; William Pfaff, New Orleans; Robert Schalkenbach, New York; Fred L. Smith, Minneapolis; A. E. Southworth, Chicago; Edward Stern, Philadelphia; John Stovel, Winnipeg; Rufus C. Williams, Richmond.

No one showed a disposition to amend the report in any particular, and the persons named were declared elected for their respective positions.

In relinquishing the chair, Mr. Fell said he had enjoyed the experience of three years as president, but appreciated the relief that would come with his retirement. Mr. Lee stated that he had been a member of the organization since its inception, had seen it grow from a semisocial association to a business institution, and believed it was just entering on its era of greatest usefulness. The other officers spoke in a similar vein.

Fell Reconstructive President.

Mr. Ellis moved a vote of thanks to Mr. Fell, saying that great as had been his work during the past year it was no greater than his friends had expected. He gave Mr. Fell credit for being president during the reconstructive period in the Typothetæ's history, and believed that his work would be of great advantage to the craft.

Naturally, the printers of Washington were thanked for the excellent arrangements made for the entertainment of the delegates and visitors, who were kept so busy that at one time it looked as though the business would not be transacted within the allotted time. The local press was also thanked, Colonel Cushing saying that the newspaper reports were the best that had ever been accorded the Typothetæ within his knowledge.

PRINTERS AND STAMPMAKERS AS INNOCENT CATSPAWS FOR SWINDLERS.

About a year ago an unknown faker, giving his name as "Doctor Wood," called upon one of the most prominent carton manufacturers and printers of the country and ordered a large quantity of cartons, labeled "National Health Tablets. National Remedy Company, Cincinnati and New York," with the usual description of the diseases for which the tablets were recommended, and, in addition thereto, upon one of the panels the following: "The purest and best blood purifier known. Guaranteed by Parke, Davis & Co., under the pure food and drugs act, June 30, 1906. Serial No. 6."

Having obtained and paid for these cartons, Doctor Wood filled them with chocolate-coated compressed tablets and proceeded to sell them to country merchants in out-of-the-way places, by representing that the money could be obtained for all unsold packages at the end of six months by writing the National Remedy Company, Cincinnati and New York. The unauthorized mention of Parke, Davis & Co.'s name was the gilded bait.

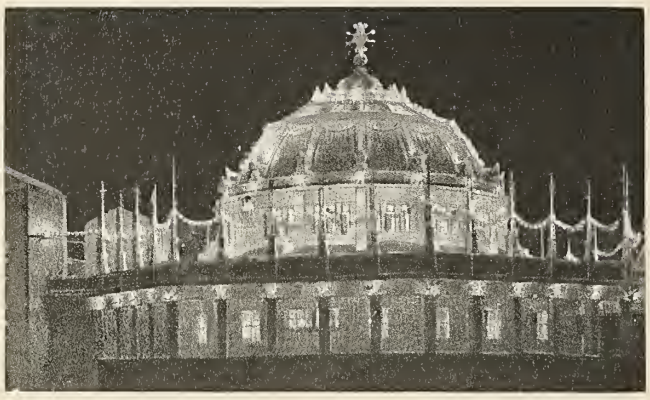
It is needless to say that the country merchants wrote the National Remedy Company only to discover that no such concern could be found to have ever existed.

More recently a man, giving his name as Louis L. Potts, called upon a stamp manufacturer in St. Louis and ordered a rubber stamp, reading: "Louis L. Potts, District Manager Parke-Davis Drug Company, Chicago and Detroit. As per Route ....," which was shipped to him at Arkansas City, as per instructions. The stamp lay uncalled for in the express office for a long time and was then returned to the stamp company. Potts, it appears, had no connection whatever with the company named. It is, therefore, safe to say that he had a fraudulent purpose in ordering the rubber stamp.

Parke, Davis & Co. say that there are other instances where printers, etc., have thoughtlessly printed their name upon labels, cartons, letter-heads, etc., without ever consulting them as to whether the same was authorized or not. Inasmuch as this company furnishes its agents all supplies of every character that the agent is authorized to use, any one ordering such supplies may be safely treated as a swindler. The company will be glad to pay the expense of a telegram to their Detroit office respecting any order in connection with which its name may be used in any manner.

A little thoughtful coöperation on the part of printers, lithographers, stamp-dealers, etc., not only with respect to Parke, Davis & Co., but any other concern, will often result in nipping a fraudulent scheme in the bud and bringing the swindler to his deserts before he has done much harm.— *Bulletin of Pharmacy, March, 1910.*

MAKE yourself an honest man, and then you may be sure there is one rascal less in the world.— *Carlyle.*



Salt Palace at Night.



Wandamere.



City and County Buildings.



Lagoon.



Great Mormon Tabernacle.



Herd of Buffalo.

FEATURES OF SALT LAKE CITY, UTAH.

SALT LAKE CITY WANTS THE 1911 INTERNATIONAL TYPOGRAPHICAL UNION CONVENTION.

Salt Lake City has a long record as a satisfactory convention city. Political, religious, educational, financial and fraternal gatherings have been held there and a dissatisfied delegate or visitor has yet to be heard of. Last year it entertained the Grand Army of the Republic convention, the largest in numbers which has yet visited the city, and if any old Grand Army of the Republic man is asked about Salt Lake City and the treatment he received there, he'll boost like a native son.

Salt Lake City Typographical Union, No. 115, has been planning and working for the last twelve months to secure the 1911 convention of the International Typographical Union, and the union is heartily supported in its effort by the Salt Lake Commercial Club. The members of both these organizations think that they have inducements to offer their guests that outweigh the attractions of other places. The way they put it does sound attractive. They say, " Think of a dip in the salt water at Saltair, the resort that has one of the largest pavilions in the world, with the largest dancing floor in the United States." Or they invite their visitors to visit the lagoon and Wandamere, with its fountains, or to that cañon through which the Mormons



Residence of C. A. Nichols, Linotype operator, 427 East Sixth South street.



Residence of H. R. Freeman, Linotype operator, 155 McClelland avenue.



Residence of Joseph E. Jepperson, Linotype operator, 830 East Fourth South street.



Residence of Arthur Graham, journeyman printer, 1137 East Second South street.



Residence of F. E. Morris, journeyman printer and proofreader, 753 East Ninth South street.



Residence of George G. Reed, journeyman printer, 153 South Ninth East street.

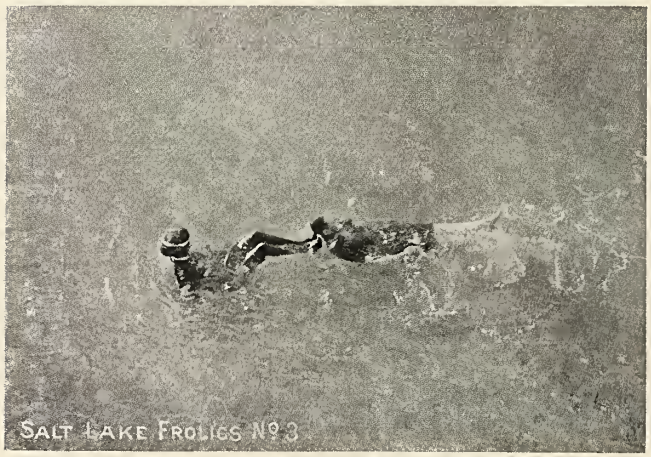
PRINTERS' HOMES — SALT LAKE CITY.

first came into Salt Lake City, in 1849 — Emigration Cañon it is called. Then there is to be an especially arranged bicycle-race program and a sparring match or two at the Salt Palace, where so many famous races have been lost and won. Besides, this resort has every kind of amusement known to civilized man and they will all be open to the typos. And as a climax these enthusiastic Salt Lakers invite the International Typographical Union to a buffalo hunt on Antelope Island. On this island, situated in the Great Salt Lake, is the largest herd of wild buffalo in the world — the property of a wealthy citizen of Salt Lake City. Every few years some of the older and more vicious bulls have to be killed to make room for the younger generations, and this means a buffalo hunt. Union No. 115 determined to get the privilege for the year 1911, when the next killing would occur, with the International Typographical Union convention in mind, and has succeeded in making the arrangement. The first buffalo, according to the plan, is to be slain by President Lynch, and it is said that he has agreed and is putting in his spare time practicing marksmanship.

Of course, Great Salt Lake is a continuous novelty. It is about the only body of salt water that requires no skill to enjoy its pleasures. The water is so buoyant that the













SALT WATER SPORTS.

Illustrating the buoyancy of the water in the Great Salt Lake, and the Saltair Pavilion, one of the largest in the world, containing the largest dance-hall in the world.

bather floats around like a cork by just holding the body rigid, and one can literally "lie down" on the surface of the water. All the bathing sports can be had here without the disadvantages of water sports in other lakes or in the ocean. It would seem that the International Typographical Union can not have a better time anywhere than with their brothers in Salt Lake City.

HOLY WRIT.

Mrs. G. W. Scripture returned to her home in Wolcott the first of the week, after a short visit with her sister, Mrs. Bible.— *Sheldon (Ill.) Journal.*

THE PRONUNCIATION OF ROMAN NUMERALS.

"We get everything here that is worth while," said the villager to the city visitor. "Why, last week we had the champion brass band here; the week before the greatest cornet player in the country, and this week we are going to have a great production of 'Lewis the Cross-eye.' You bet, that's a great show." "What did you say was the name of the play?" asked the city man. "Here, have a look for yourself," said the villager, as he pulled out a crumpled program, which announced a "grand production of 'Louis XI.'" — *British and Colonial Printer and Stationer.*

PROCESS ENGRAVING

BY S. H. HORGAN.

Queries regarding process engraving, and suggestions and experiences of engravers and printers are solicited for this department. Our technical research laboratory is prepared to investigate and report on matters submitted. For terms for this service address The Inland Printer Company.

Enamel for Machine Etching.

They seem to have trouble in England with the enamel breaking away, when etching by machine. *Process Work* gives prizes for the best answers for overcoming the difficulty. One recommends that Le Page's ordinary glue be used, after being clarified with white of egg, as previously described in this department. Another recommends the use of a hardening bath for the enamel before etching. Another uses Russian belting cement, in place of glue, to overcome the difficulty, and various enamel formulas are given, among them the following: Water, 12 ounces; Le Page's process glue, 5 ounces; potassium bichromate, 100 grains; chromic acid (dissolved separately first), 3 grains; ammonia (.880), 2⅝ drams; whites of two new-laid eggs, and mind they are new-laid. Beat up the eggs first, dissolve bichromate and glue separately, then add ammonia last; mix thoroughly and leave until next day before using. This solution has been kept for three months. If it should seem a little too thick, use less glue.

Hard and Soft Copper.

"Engraving Company," Philadelphia, Pennsylvania, requested the writer to call on them and explain why it was that sometimes they would get hard and soft half-tones from the same sheet of copper. They showed some plates that had the ring of hard copper and others that sounded more leaden when struck with a small hammer. All the plates were cut from the same sheet of copper. *Answer.*— The most reasonable explanation for this is that the several plates were heated and cooled differently when burning in. Of course, the operator said that this was not so. Well, the varying colors of the enamel coating, after heating, would indicate a difference in heating, but not always, for the enamel is liable to be of different thicknesses, according to the size of the plates and the manner of whirling. One thing is certain, that copper can be annealed or softened only by heating to a high temperature and then cooling quickly. One of the chief faults of half-tone etchers is that they bring the copper to an unnecessary high temperature when burning in.

Screen Distance and Diaphragms for Half-tone.

"Printer," Paterson, New Jersey, writes: "From constant reading of THE INLAND PRINTER, I have been encouraged to buy an 8 by 10 camera and outfit for half-tone making. On my first attempts I succeeded quite well, as enclosed proofs will show, but I seem to get further away from it. I am confused about the screen distance and the sizes of the stops. Can you help me with a simple rule. I don't want any algebra, for I have no head for it." *Answer.*— If you will buy "Amstutz's Hand-book of Photoengraving" you will find a table showing the relations camera extension, screen distance, screen opening and stops used should bear to each other. The better plan for you would be to allow the screen distance to remain, merely changing the stops with the camera extension — remembering that the greater the camera extension the larger the stop. Focus the copy sharp, then insert, alternately, various sized large stops, and, with a microscope, observe the effect of the screen on the highest lights in the copy. The stop that gives a minute black dot on the ground glass in the high lights is the proper one to use for a high-light stop, and the proper stop to use for the middle tones is the one that gives fine-light dots in the shadows. The times of exposure you must determine for yourself, by trial and error. It is a good plan to keep a record of every exposure in a book, marking down all the factors and the time of exposure, strength of light, reduction and character of copy. Then, under "Remarks," carefully report the result. Such a record-book will be of more value to you than any book of instruction you can buy.

Getting the Gloss on Post-cards.

"Engraver," Seattle, Washington, writes: "Can you help me in getting a glossy finish on post-cards? I am a photoengraver, and an old reader of your department, from which I have had much information. I have a 5 by 7 camera, and, on Sundays, take it out with me and make pictures, from which I am developing quite a little business, printing them with a Welsbach light at night. I would like to know how the gloss is put on the cards you see in the stores. Is it a varnish?" *Answer.*— Sometimes it is a varnish. Where post-cards are lithographed in large sheets they are put through a varnishing machine. Then it can be done by setting a large plate-glass level, waxing the surface lightly. Flowing it with a hot solution of a hard gelatin, squeegeeing the post-cards on the gelatin, and, when dry, stripping them off, when they are coated with a glossy gelatin surface. Collodion can be applied in a similar way, dries quicker and makes a good coating. For your purpose it might be more convenient to get a special thin celluloid in sheets, that is made for the purpose. Soak the postal cards in alcohol, lay on a piece of celluloid and press on with a warmed flatiron, or put the cards through heated photographers' burnishing rolls.

Women as Photoengravers.

Mrs. M. de V., Rochester, New York, inquires if there is not a field for women at photoengraving? She writes: "I have been twelve years employed here at developing and testing dry plates and photographic papers. Have handled photographic chemicals so much that I consider myself a good practical photographic chemist. Have studied and read all the photographic books and periodicals I could lay my hands on, and have just been reading 'Amstutz's Hand-book of Photoengraving,' which makes me think I could take up photoengraving easily. The wages paid in the factories here are so small and the chances of making a living at photography are so slight that I thought I would write to you for advice. P. S.— I might add that I am not a bit good looking." *Answer.*— To relieve Madame's mind regarding the information conveyed in her postscript, she should be told at once that the question of comeliness does not figure when one is seeking a position at photoengraving. If it did, there would be quite a percentage of photoengravers out of a job. So that, for modesty and personal appearance, she will undoubtedly hold her own. There are some women employed at photoengraving as photographers, printers, etchers and engravers, but, as a rule, they are not entirely satisfactory. The place this correspondent would

fill in a photoengraving plant is that of chemist — one to take charge of the supplies, see that they are of proper quality and weight, and mix all solutions and keep them in stock, such as collodions, intensifying solutions, stripping solutions and the care of silver baths. There is usually more money lost in large establishments through the wasteful way in which iodin and nitrate of silver is used in intensifying to pay the salary of a person to prepare these solutions. Then, the time each operator wastes in mixing his own solutions and caring for his bath is one of the sources of loss in the business.

Distortion in Metal Plates.

From far-off New Zealand comes a complaint that in color-plates there is trouble in getting "hair-line" register, and asks if it can possibly be that the copper used stretches or shrinks unevenly? *Answer.*— Certainly, it can be the copper, for copper, in consequence of the rolling process through which it passes, seems to have a grain something similar to a piece of board, though in a very slight degree, which, as every one knows, on drying shrinks across the grain. Copper, in the same manner, expands and contracts on heating and cooling in different proportion across the sheet and lengthwise as it is rolled. Color-plate makers overcome this by making their prints on copper the same direction on the sheet for each set of plates. So well is this peculiarity of metals, both copper and zinc, known to chartographers that, before Government charts are engraved on copper, the metal is laid on a smooth anvil and beaten for hours with a heavy hammer, to destroy the grain fiber in it. This is an expedient which color-block makers could use to advantage. The copperplates used would have to be at least two gages heavier before pounding on the anvil, than they will afterward be required, as they will require much grinding and polishing before use.

Brief Answers to a Few Queries.

J. H. Q., Chicago, Illinois: You should not use blue or green glasses, when working around enclosed arc lamps. Yellow glasses are the ones to prevent the violet rays of the arc light from injuring your eyes, and you will be surprised, if an oculist supplies them, how little yellow is required to cut out the violet rays. T. A. Daly, Philadelphia, Pennsylvania: The candle-power of a light is the multiple of the amount of light emitted by the standard spermaceti candle, which is made in Great Britain for the United States Standard Meter Company. The light tests are made on photographic plates. "Etcher," New York city, submitted some burned-in enamel prints containing spots which he could not account for. They looked like drops of water that had fallen on the enamel while it was hot. This could not be, he said, because the sink was a distance away from where the enamel was burned in. On visiting the etching-room the writer found a cold-water pipe above the stove. When moisture condensed on this pipe drops fell and struck a shelf in such a way that fine drops of water spattered on the hot enamel. This should be a warning to others. "Proprietor," Providence, Rhode Island: Graining the zinc plate, mentioned in this department for March, does not injure the printing surface of the metal, as you will find the slightest rub with polishing charcoal removes it after etching.

Photolithographic Posters by Paynetype Process.

The writer saw at once that the Paynetype principle, by which metal plates are sensitized with a bromid of silver gelatin emulsion, like ordinary dry plates, and, after development, are etched in relief for newspaper cuts, could be applied to photolithography through the use of bromid paper. A Mr. Laws, of England, has put the idea in practice, and writes: "The advent of the Paynetype process set me on the track of making photolithographic transfers of posters in that way. A fine-screen negative is made of the poster design, say, 150 lines to the inch. This design is thrown up by an enlarging camera on a sheet of kodak velvet bromid paper. The paper is developed, washed well and then immersed, as Payne does, in a five per cent solution of bichromate of potash for three minutes. After squeegeeing the print is dried. A lithographic stone is rolled up with lithographic transfer ink, the bromid print is dampened slightly, laid face down on the inked stone, pulled through the press a couple of times, and, when pulled off the stone, is found to be covered with an even coating of ink. Should it not be even the print is laid down on the stone once more, in a reversed position, and again pulled through the press. The print is then developed in cold water, the ink leaving the paper everywhere except where the bichromate has hardened the gelatin coating, this hardening of the gelatin taking place only where the bromid of silver has been acted on by light. There is no reason why this process should not give us charming posters, made from three and four color record negatives.

Fog from Resensitizing Dry Plates.

"Three-color," Toronto, Canada, writes: "I have been resensitizing dry plates for photographing through the red filter, but am having trouble from fog. The formula which I use was published in the 'Process Engraving' department of THE INLAND PRINTER, and is as follows: I take the fastest plate I can find, Lumière's Sigma, and bathe it for at least ten minutes, in a solution made as follows: I first make a stock solution of 12 ounces ninety-five per cent alcohol, 12 ounces distilled water and 10 grains of pinachrome. Of this stock solution I take ¼ ounce, in 15 ounces distilled water, and add ½ dram of water ammonia just before bathing the plates. After bathing and draining the plates, I put them in a tray of running water, dry off the backs and put in tray of ninety-five per cent alcohol, for a minute, and then put in a dry wooden box, containing dried chlorid of calcium, on the bottom. All this is done in the dark and in the evening. In the morning the plates are ready for use. They work exceedingly quick through the red screen, but, as I say, I am troubled with fog. Can you tell me the cause of it?" *Answer.*— It is undoubtedly the ammonia. If you leave the ammonia out of your sensitizing bath you will find the plates still sufficiently sensitive. It is also possible that a little light gets into the camera. With such highly sensitive plates it takes but an infinitesimal quantity. Then, the lens should be shielded from all light, except that which comes from the copy. After all, why take the trouble to resensitize dry plates, when you can now buy such excellent panchromatic and orthochromatic or isochromatic plates ready for use?

Machine Photogravure Printing.

The much esteemed *British Journal of Photography*, for April 1, has a timely article on the patent-rights in machine-printed photogravure. Just now many processworkers and publishers are turning their attention to this method of getting the most excellent printing results. Some of the points made are the following: Those familiar with the history of photoetching will doubtless remember that a method of intaglio photoengraving is really older than photography itself, a primitive process being employed by Nicéphore Niepce, from 1814 to 1827. Following the invention of the carbon tissue, by J. W. Swan, in 1864, the same inventor, in 1865, dealt with the use of carbon tissues, etc., in the production of printing surfaces. One passage is

particularly relevant to the modern practice of intaglio printing on a rotary press. Swan says: "To produce a photographically engraved plate, adapted to ordinary copperplate printing, and capable of rendering inversely and in graduated tints the light and shade of an ordinary photographic negative, I guard against the removal of the printing-ink from the recesses of the plate in the act of wiping, by forming in the recesses numerous extremely thin walls, the tops of which are in the same plane as the face of the plate. The walls may be either in one series of parallel and equidistant lines, or in two or more series intersecting each other; two or more series give them a cellular structure." To produce these lines or cells, Swan formed lines or dots upon the negative or upon a film of albumen or collodion, on which the carbon tissue was coated. He produced a screen for making the lines practically in the same way as a cross-line screen is produced to-day. In a subsequent patent, in 1902, D. Cameron Swan printed on the same sensitive film, either before or after a positive had been printed from, an impression from a ruled screen, after which the combined images after development formed the resist. The *Journal* concludes by saying that "what is common knowledge as regards intaglio platemaking shows that there are a number of processes which may be combined in different ways to produce a process of intaglio platemaking, such as can be adapted to machine printing, sufficient to justify those experimenting in this line of work not to fear that any patents may interfere with them."



RUSHING THE SEASON.

CASEY'S VACATION.

Casey's wife was at the hospital, where she had undergone a very serious operation a few days before.

Mrs. Kelly called to inquire as to Mrs. Casey's condition.

"Is she restin' quietly?" Mrs. Kelly asked.

"No, but I am," said Casey.—*Norman E. Mack's National Monthly.*

CONVENTION OF INTERNATIONAL ASSOCIATION OF PHOTOENGRAVERS.

The International Association of Photoengravers will hold their convention June 27, 28 and 29, at Buffalo, New York. Headquarters will be at the Lafayette hotel, where the meetings will also be held. A record-breaking attendance is predicted. The following program has been arranged:

S. H. Horgan, editor of the Process Department of THE INLAND PRINTER, "The Future of Photoengraving."

W. L. Siegfried, of the Baker-Vawter Company, "Standardizing Office Methods for Photoengravers."

Edward G. Pringle, of R. Hoe & Co., "Points About the Offset Press Which Should Be Understood by Photoengravers."

Alfred J. Ferris, secretary and treasurer of the Graphic Arts Mutual Fire Insurance Company, "The Coöperative Plan for Fire Insurance."

W. L. Denham, "Cost Keeping."

John Clyde Oswald, editor *American Printer*, "Creating New Business."

W. E. Baldwin, Chemical Works of M. Ames, Glens Falls, New York, "Saving of Silver Waste."

The officers of the association are:

H. C. C. Stiles, president, the Maurice Joyce Engraving Company, Washington, D. C.; Thomas Heath, vice-president, Electric City Engraving Company, Buffalo, New York; George Brigden, secretary, Toronto Engraving Company, Toronto, Canada; John C. Bragdon, treasurer, John C. Bragdon, Pittsburg, Pennsylvania.

Executive Committee: George H. Benedict, Globe Engraving & Electrotype Company, Chicago, Illinois; L. F. Eaton, Peninsular Engraving Company, Detroit, Michigan; H. A. Gatchel, Gatchel & Manning, Philadelphia, Pennsylvania; Frank H. Clark, Eclipse Engraving & Electrotype Company, Cleveland, Ohio; George Meinhausen, Clegg, Goeser, McFee & Co., Cincinnati, Ohio.

PAPER-BOX MAKING

BY CYRILLE DION.

The economics of the paper-box making industry, practical notes and suggestions on paper-box making and answers to inquiries regarding paper-box making, are the purposes of this department. Contributions are requested.

Factory Ventilation.

There is nothing in the whole lay-out of a paper-box factory that is so important as ventilation, yet it is not often thought of until the health or factory inspector comes, when makeshift devices are employed to satisfy the law and permanent improvements are put off until a more convenient time. That time, however, seldom comes. It is a truism that contented help will do better work than those who nurse grievances, and nothing contributes so much to the morale of the shop as having clean, well-lighted and well-ventilated working quarters. In the cities, where light and air are at a premium, it is not always possible to have ideal surroundings in a factory, but cleanliness and ventilation can be had. With a number of hands working in the same room, rapidly using up the oxygen of the air by their breathing, and with the odors of paste and glue and damp pasteboard still further vitiating the atmosphere, the conditions under which the work is done are sometimes discouraging. Windows can not be allowed to remain open in cold or rainy weather, and there is need for some satisfactory means of ventilation in most of our paper-box shops. R. M. Hill, of New York, has recently patented a detachable ventilator for factory windows that seems to meet all requirements at trifling cost. The device is simple, and may be readily attached to a window-casing, so that the sash may be opened a short distance to permit the escape of foul air, and the entrance of fresh air, at the same time that it prevents direct drafts or strong currents and excludes rain, hail, snow, sleet, soot or foreign bodies. It has been tested in several large factories and given excellent results.

The United Boxboard Company.

The United Boxboard Company has issued a statement to its stockholders showing the operations of the corporation for the fiscal year just ended, which was the first year of the company's existence. From it the gross earnings appear to have been $393,895; and the total expenses, including repairs and improvements, idle-mill charges, taxes and insurance, and expenses of operation, appear to have been $278,038, leaving a net earning of $115,857. To this must be added the earnings of subsidiary companies, which amounted to $33,089, making the total net earnings $148,946. This appears to be a profit, but it was more than eaten up by interest charges of $168,526, leaving an actual deficit of $19,580.

The company began business March 29, 1909, taking over the property of the United Boxboard & Paper Company, which had gone into a receiver's hands, and has an authorized capital of $15,000,000. It is, therefore, no inconsiderable factor in the boxboard and paper-box industry. It owns and operates fourteen mills and controls fifteen mills, making a total of twenty-nine, and, with its seven sales agencies, covers pretty much all of the eastern half of the country. The company has no bonded indebtedness, but owns considerable property subject to underlying bonds, the total of which is $3,072,490. These are being retired gradually, and, with their retirement, the annual interest charges are correspondingly lessened, so that with a few good business years dividends may be expected by the stockholders. The assets of the company exceed $14,000,000, and there were retired of underlying bonds during the past year $129,205.

The company's statement presents some views on the boxboard situation that are worth considering, as follows:

"While the competition has been severe, and the margin of profit narrow, the deficit of the year is directly chargeable to the drought of the summer and fall of 1909, which severely handicapped the operation of the wood-pulp mills. These mills are normally good profitmaking properties, and had it been possible to operate them continuously through the fall and winter, the company's operations for the year would have shown a surplus after payment of all charges. The growing demand for paper boxboard has been accompanied by an increase in production slightly in excess of the normal demand. This overproduction, though slight, has resulted in severe competition, especially on the cheaper grades. Prices have fluctuated from time to time with the market for raw material. The board market, however, is sensitive to a slight underproduction as well as overproduction, and it is reasonable to expect that the unsatisfactory conditions of the last two years will be followed by a return to a level of prices which will permit a fair margin of profit. The present volume of business shows a good increase over last year and the year before."

Going into the Paper-box Making Business.

A correspondent who conducts a jobbing and specialty business in a thriving Southern city of medium size, and who has been attracted by this department of THE INLAND PRINTER, asks us for suggestions. He seems to be thoroughly alive, and, if the other business men in his town are as progressive, it ought to be a booming, hustling place. The questions he asks us are too general for full discussion here, and should be more definitely stated. As it is, we can do little more now than generalize and await further specifications. Our correspondent has suggested that paper-box making would probably fit in well with his present plant, if the business could be made profitable in that vicinity, and he inclines to it mainly because the nearest paper-box factory is a hundred miles away, and his town has a population of forty thousand.

Before embarking upon the proposed venture, our correspondent should carefully canvass his locality and learn its capacity as a market. From his statement, his town appears to be a point worth considering, and would probably be a place where a profitable business could be built up, but the character of the people must be observed. Is it a manufacturing population, or is it more of a rural character, having local trade only? Does it patronize local dealers or mail-order houses? What class of goods is it turning out? The builder of engines or of plows or of electrical motors may be the mainstay of the town, employ many hundred people, and ship many tons of product, yet his use of paper boxes would be exceedingly limited, while the yarn or underwear manufacturer, the tailor, the candymaker, the glovemaker, the cigarmaker, the cereal or patent-medicine firm or the maker of specialties might use large quantities of paper boxes. After canvassing the local situation, the possibilities of support from outlying districts could be considered. The paper-box industry is

local from its very nature and must depend largely upon local support, for the product can not be profitably shipped over long distances. The profit may be eaten up by freight charges unless shipments are made in carload lots, and sometimes even this is unsatisfactory. In the matter of machinery it would be advisable to install enough to care for local business only until time has shown how much dependence can be placed on orders from outside localities. In modern paper-box making a printing-plant is a necessity for reasons of convenience and economy. It need not be extensive in size nor expensive to maintain, but it must be installed if the paper-box maker expects to compete with his rivals.

One advantage in the paper-box business is its comparative freedom from labor troubles. Most of the employees are women, the heavy work being small in amount, and women or young girls quickly becoming expert in the several departments. One or two capable men, with the assistance of a competent forewoman, can manage a shop employing thirty or forty girls with satisfactory results, and in small cities most of the employees are members of families in local residences, who may be safely depended upon to be reliable and steady. Boxmakers are not such wanderers as printers or molders, and the work, being light, is very attractive to working girls. The pay is generally by the piece, which gives expert and rapid workers a chance to earn good wages, of which not a few avail themselves. It is probable that our correspondent can make paper boxes a profitable department of his existing business in the small city of his residence with less chance of loss than if he set up an entirely new establishment.

Notes.

THE Enterprise Paper Box Company has located at 663 Mission street, San Francisco, California.

A NEW factory for the manufacture of freight and express cases is being equipped at Portland, Maine, by the Cumberland Paper Manufacturing Company.

BLACK-CLAWSON COMPANY, of Hamilton, Ohio, recently shipped to a paper-box concern in London a large pasting and lining machine, built from their own special designs.

L. WEINSTEIN & Co., paper-box manufacturers in New York city, are reported to have gone into voluntary bankruptcy, with liabilities of $4,612. The assets are said to be so small that the dividend to creditors will be light.

ALBERT N. GOODMAN has become sole owner of the Amsterdam (N. Y.) Paper Box Company, through the purchase of the interest in the business of Herman Van Dyke, who has gone South for a short vacation before embarking in business again.

A NEW company has been formed in Syracuse, New York, for the manufacture of paper boxes. It is styled Schmeer's Paper Box Company, has a capital stock of $30,000, and was incorporated by H. Schmeer, H. P. Schmeer and G. J. Schmeer, all of Syracuse.

THE use of fiber shipping-cases has increased so much of late that several firms who have been in the business of making wooden cases are putting in machinery to make fiber cases. Among the number are Jones, Coates & Bailey and A B C Box Company, both of Chicago, and Loy, Longes & Co., of Danville, Illinois.

THE Prairie Box Board Company, of Morris, Illinois, which has had a somewhat tempestuous career, has again been thrown into litigation, some of the creditors having filed a petition in the Federal Court asking for the appointment of a receiver. The liabilities are stated at $200,000, part of which is the bonded debt, and the assets, including the mill property, are estimated at $125,000. A reorganization is probable.

CHARLES WEINHAGEN & Co., paper-box makers of St. Paul, Minnesota, are building an addition to their factory. It will be 37 by 100 feet, three stories high, and will be built of brick, with hardwood floors, will be heated by steam, lighted by electricity, and will be fitted with the most improved sanitary plumbing.

PAPER-BOX makers in Ohio report that business this spring has been active and prices good. Paper jobbers in various parts of the State inform us that the demand for board stock has been good, and that there has been a considerable demand for the better grades. The boxmakers say that most of the work now in hand is in the shape of cartons, except for local orders, when stiff boxes are demanded. There seems to be considerable activity in the shipping-case line.

PLANS are on foot, at Johannesburg, South Africa, to establish a paper and board mill, and, in connection with it, a paper-box factory of considerable size. London capitalists are said to be behind the scheme, the main idea being to utilize the natural resources of the Transvaal, the demand for paper and its products having grown immensely since the close of the Boer war. It is estimated that there are available monthly for this new industry 350 tons of fiber, 100 tons of straw and 100 tons of cornstalks. Much of the machinery will be sent out from England, but some American machines will probably be used.

"THE DAHLY" COMBINED AUTOMATIC PERFORATOR AND NUMBERING MACHINE.

The Rayfield-Dahly Company is the name of a new Chicago manufacturing concern which has placed on the market the Dahly combined automatic perforating and numbering machine. It perforates in two directions (right angles) and numbers the stub and check at one operation; automatically feeds the sheet to proper distances as often as desired and then stops; the sheet is next conveyed to continuous rollers, which reverse and deliver it to receiving box in consecutive order. One operator can do this on check-sheets (five on), at the speed of three to four thousand checks an hour. Checks of any length and from ⅜ to 4¾ inches deep can be handled by a series of gages and a graduated scale which is quickly and accurately set. The checks may be three, four, five or six on or more. Can be arranged to do down-line perforating only, to automatically skip the fifth cross-line perforation on check-sheets of five on, also skip the third and sixth cross-line on check-sheets of six on, or can be set to skip any cross-line.

The machine will take three sheets at one time for perforating, and do continuous angle perforating at the rate of 2,100 checks an hour — with five on, over 10,000 checks an hour.

The numbering heads can be shifted to print at any point on the stub of check and whenever desired on the right half of check. Numbering heads are cut to order.

The machine will take sheets up to thirty-two inches wide, and is guaranteed to do good, clean and accurate work. Its net weight is 1,400 pounds. Speed is 5,000 to 6,000 revolutions an hour. Driving pulley 16 inches in diameter, 3-inch face, over all dimensions 65 by 70 inches.

The two members of the company have had long experience with the Latham Machinery Company, Ernest Rayfield as salesman for twenty years, and John Dahly, the inventor, in the mechanical department for twenty-two years. They start out well with orders that will make them hustle.

TRADE NOTES

Brief mention of men and events associated with the printing and allied industries will he published under this heading. Items for this department should he sent before the tenth day of the month.

Photoengravers' Dispute Settled.

The arbitration board in the Chicago Photoengravers' wage dispute has rendered its decision, which gives an increase in wages of $1 a week for day work and $3 for night work. Jurisdiction over foremen is denied the union in the award.

Photographs by Wire.

On May 14 the first demonstration of wire photography ever made in this country was given through the medium of the telectograph, T. Thorn Baker's invention, which successfully transmitted pictures from the office of the Boston *American* to the *American* office at New York.

Penitentiary for Ohio State Printer.

Convicted on charge of falsely certifying vouchers, amounting to over $5,000, Mark Slater, formerly State Printer of Ohio, has been sentenced to four years in the Ohio State penitentiary. It was alleged that he received over $26,000 "graft" while in office, and fifteen other indictments are pending against him. Appeal has been taken to the circuit court.

Study of Paper and Pulp Conditions.

A laboratory and equipment, at a cost of more than $100,000, have been installed by the University of Wisconsin, for the purpose of testing and studying by practical methods the preservation of woods, the testing of timber, and the chemistry, technology and maintenance of woods. The work will be carried on under the supervision of the Bureau of Forestry of the Department of Agriculture.

San Francisco Enterprise.

With the purpose of stopping the practice by local concerns of sending their printing contracts outside the city, and to further the interests of the union label, the San Francisco Typographical Union has enlisted in a campaign which includes a contest among its members and apprentices for the best showing in this connection. Among the prizes offered are the I. T. U. Course of Instruction and a year's subscription to THE INLAND PRINTER.

Printers Favor Mutual Fire Insurance.

The Ben Franklin Club, of Minneapolis, has shown considerable interest in the subject of mutual fire insurance. At a recent meeting of the organization a most enthusiastic reception was given W. S. Mathews, secretary of the Minnesota Retail Mutual Fire Insurance Company, who addressed the members on the subject, recounting the history of the hardware men's company, which, after ten years of life, has a surplus fund of $250,000, with a regular dividend-payment of fifty per cent to its members. Mr. Mathews, in speaking of the constantly advancing rates of the old-line companies, declared that the only way to keep this tendency in check was by counter-organization, and he urged his hearers to give generous support to the Graphic Arts Mutual Fire Insurance Company, which, he said, was following out the same plans that brought such distinguished success to the company he represented.

At the close of Mr. Mathews' address many members stated their intention of becoming affiliated with the Graphic Arts Company.

New Southern Printing Concern.

Plans have been completed for the establishment of a new printing-plant at Nashville, Tennessee. W. B. Baird and W. E. Ward, the former for twenty-one years superintendent of the Cumberland Presbyterian Publishing House and the latter recently manager of the same institution, have organized a company and purchased machinery and equipment suitable for an up-to-date, high-class printery. The long experience of the heads of the concern insures its success.

Strong Fight for Typographical Convention.

Not only union printers of Salt Lake City, but committees of local commercial organizations and business men are making a strong campaign to land the International Typographical Union convention for 1911. Literature descriptive of the city's attractions is being prepared, and the Salt Lake delegates will go to the 1910 convention loaded with arguments and invitations from the citizens and officials both of the State and city, pointing out the wisdom of selecting their bailiwick as the place for the 1911 meeting.

Typos Escape Imprisonment.

The sentence of twenty days' imprisonment on former President P. J. McCormick and Organizer Vincent J. Costello, of the New York Typographical Union, for contempt in disobeying the restraining order secured against the union in 1907 by the Typothetæ of that city, was remitted on March 7 by Supreme Court Justice Bischoff. The court directed that fines of $250 each be paid within ten days by McCormick and Costello, and $100 each by William J. Sanderson and Thomas J. Bennett, two union pickets convicted with the others.

Permanent Secretary at Minneapolis.

At a recent meeting of the Ben Franklin Club of Minneapolis the Executive Committee was empowered to employ a permanent corresponding secretary. In its two years of existence the club has grown to such proportions, both in numbers and influence, that this action was necessary in order to properly conduct the business of the organization. In accordance with this action, the committee, though coöperation with the Chicago Ben Franklin Club, has secured the services of Richard Franklin Lawson, a well-known Illinois newspaper man, who, on May 1, was placed in charge of the affairs of the club, at 219 Fifth street, South, and has begun a spirited campaign to enlist the sympathy and coöperation of every employing printer in Minneapolis in the Ben Franklin movement. Preliminary steps have been taken also to organize a state-wide Ben Franklin Club, following the lead of South Dakota.

Harmonious Printing Trades Conference.

The conference of representatives of the allied printing trades, recently held at Cincinnati, Ohio, resulted in a harmonious agreement upon a general line of coöperation of the different crafts throughout the country, concerning the bettering of conditions and avoidance of entanglements and disturbances. With the purpose of using care in the cultivation of good relations with employing printers, boards of

the national officers are to act along with the local committees in the settlement of disputes. Where differences arise between affiliated unions, they are to be settled by amicable arbitration. International President Lynch is said to have expressed himself as highly pleased with the prospects for a reign of peace, as the result of the conference.

To Become a Hobo.

In order that he may again enjoy good health, the editor of the Glenwood Springs (Colo.) *Echo*, H. J. Holmes, has decided to take to the road and become a real tramp. He will beat his way from Denver to Boston, riding bumpers, sleeping in box-cars and interviewing the ladies at back doors for handouts, in real hobo fashion. Mr. Holmes has concluded to try this plan in an effort to regain his health after an unsuccessful trial of the leading European spas.

Advertised for Lonely Christians.

The enterprising pastor of South Park Methodist Episcopal church, Chicago, recently demonstrated to business men the value of a newspaper column when it is desired to increase patronage. St. Lawrence Chandler, the reverend gentleman in question, some time ago advertised for lonely Christians to come to his church and was rewarded with forty-five replies. Twenty-five of the writers gave him the glad hand after services the Sunday following the appearance of the advertisement.

Atlanta Typos' Golden Anniversary.

At the Grand Opera House, on the evening of May 16, Typographical Union No. 48, of Atlanta, Georgia, celebrated its golden anniversary. A musical and literary program commemorative of the occasion was rendered, and many well-known artists helped to make the celebration a brilliant success. President James M. Lynch, of the International Typographical Union, and President Robert L. White, of the local organization, were the principal speakers. The former spoke on "The Grand Old International Typographical Union," and President White gave a "Historical Sketch of the Atlanta Typographical Union."

Resignation of Charles W. Carpenter.

On resigning from the firm of R. Hoe & Co., Mr. Charles W. Carpenter early in January issued the following to the trade:

"Recalling my associations with the newspaper publishers as an employee and a member of the firm of R. Hoe & Co. for the past thirty-eight years, it seems natural and fitting to announce that on January 1, 1910, I retired from the firm to enjoy a much-needed rest. In advising the publishers of this fact, I wish to thank them, one and all, for their kind and sympathetic business courtesy manifested at all times, which shall ever be a strength and inspiration to me while time and life shall last."

H. R. Ihrie's New Position.

On May 1, H. R. Ihrie associated himself with the Viquesney Printing Company, of Indianapolis, leaving the American Type Founders Company of that city, with which he had worked for a number of years, the last eight years with the Cincinnati branch and before then with the Chicago branch. At one time Mr. Ihrie held a position with the Inland Type Foundry, of St. Louis. During his connection with the Cincinnati branch Mr. Ihrie had the greater part of Indiana as his territory, with headquarters at Indianapolis. He also has had much experience as a book and job printer and in newspaper work. With the addition of Mr. Ihrie the Viquesney Printing Company expects to increase its business, especially out of town. It is a rapidly growing firm, and Mr. Ihrie fills its need for a thoroughly competent man as office manager and general assistant.

George W. Hanna Joins Walter Scott & Co.

Walter Scott & Co., the well-known printing-press manufacturers, have secured the services of Mr. George W. Hanna to represent them in New York city. Mr. Hanna is well known in the printing-press trade, having been connected with Marder, Luse & Co., of Chicago, for eight years, and later having charge of the New York territory for C. B. Cottrell & Sons Co., for nearly fifteen years. Through Mr. Hanna's wide experience in selling machinery to large newspapers and magazines, as well as to the trade generally, he is well qualified to represent the very complete line manufactured by the Scott Company. Mr. Hanna is now in charge of their New York office, No. 41 Park Row.

Fifty Years with One Concern.

Albert H. Cobb, of Rutland, Vermont, has been in the employ of the Tuttle Printing Company, of that city, for over fifty years. He began work as a compositor in 1860, after having been employed on the Rutland *Courier* for several years. In celebration of his half century's service, about one hundred and fifty of his friends and business associates gathered at his home and presented him with souvenirs of their esteem and affection. Among the curios exhibited during the reception was a copy of the *Courier* which Mr. Cobb had set by hand over fifty years ago. He still is hale and hearty at seventy-four, and says he expects to continue in active service with the third generation of Tuttles for some years to come.

Printing Trades in New York State.

In a bulletin issued early in March the Committee on Congestion of Population submits a table showing the percentage of unemployed in the different industries in New York State in the first six months of 1909. With the exception of the employees in the food and liquor industries, the printing trades showed the smallest percentage of unemployed. The building-stone industry, according to the bulletin, was in the most demoralized condition, with thirty-four per cent of workers unemployed, while from eighteen to twenty-seven per cent of those employed in the transportation, clothing and textile, machinery and shipbuilding trades were out of employment. Only eleven per cent of printing trades employees were unable to secure work during the six months' period.

Donnelly and the Branch Offices.

The recent action of Public Printer Donnelly in abolishing certain branch offices connected with the Government Printing Office has created considerable discussion as to the legality of his act. It is said the Attorney-General has questioned the Public Printer's authority to abolish these branches. On the question of the responsibility of the Public Printer and the authority which should be given him in order to secure efficiency of service, a Washington paper has the following to say:

"The law, if it does not, should give the Public Printer full and complete charge of all the printing-offices connected with the general Government that are located in the District of Columbia. He should have authority to abolish or inaugurate as the business of the department, according to his judgment, would warrant. It is a poor business proposition to hold a man responsible for the proper conduct of a department and not permit him to manage the

department as to him may seem best. This is the great difficulty a man meets with in running a political branch of the Government service. When a person under him gets a grouch, straightway he is off to his influence and the man in charge must 'knuckle,' which means that his authority over the particular individual is weakened or he must quit."

In Memory of Deceased Printers.

On May 29, the Sunday preceding Decoration Day, typographical unions throughout the United States and Canada held memorial services in honor of those of their membership who have passed into the great beyond. These annual services, which were begun only a few years ago by a limited number of local unions, in compliance with international action, are becoming general throughout the jurisdiction of the International Typographical Union.

At the Garrick Theater, Chicago, the local organization honored its dead with most elaborate and impressive ceremonies. The committee in charge deserves great credit for the high-class program rendered and the general excellence that pervaded the entire ceremonies. The principal address was delivered by John C. Harding, organizer and recording secretary of the union, and a former member of the Chicago Board of Education.

Business Methods.

"Customer — How much will you charge for five thousand small catalogues?

"Printer — My dear sir, how much are you willing to pay? Our prices are the lowest on earth. With every job we present either a washtub, board and wringer, a sewing machine, a baby-jumper — and a baby — a piano, a bedstead, or some article in our gift department — the customer takes his choice. Will you place your work here?

"Customer — No; I'll try another printer first; perhaps I can do better."

The above dialogue appeared under a cartoon of a printer and a prospective customer in the menu booklet of a recent banquet of the Employing Printers' Association of New Orleans. As the question of establishing a cost system was the feature of the gathering, the cartoon and dialogue should have had good effect in illustrating the need of more businesslike methods than those prevailing in many printing-offices.

Bulletin for Business Family.

The Studebaker Brothers, manufacturers, South Bend, Indiana, have begun the publication of the "Studebaker Library Bulletin," to be circulated among its employees with the purpose of mutual benefit. A comprehensive technical and business library has been established, and the weekly bulletin will carry to workers in every department a list of the technical magazines on file in the library. The bulletin also has a complete index to current technical magazine articles. This enterprise of the Studebaker concern is to be commended. Its effect in bringing about greater efficiency by disseminating most valuable information among its many employees can not be doubted. It will benefit both the concern and its workers. The following item, on the editorial page of the first number, is indicative of the Studebaker company's aims: "If you need a book, a magazine or information that will help you in your work, send your request to the library, and, if not available, its purchase for the library will be considered."

Graphic Arts Club Banquet.

The feature of the first annual banquet of the Graphic Arts Club, of Syracuse, New York, held at the St. Cloud hotel, on February 31, was the coöperation between the job-printers, their employers and the public. While the organization is composed of master printers exclusively, a number of members of the local typographical union were among the guests. An elaborate menu was served, after which the following toasts were responded to: "The Educational Value of Harmony," E. S. Walsh, Rochester, New York; "The Printing of the Future," I. L. R. Minor; "Salesmanship as an Asset," Charles F. Teller; "Coöperation an Essential Factor to Success," James M. Lynch, president of the International Typographical Union; "The Board of Trade in Action," Walter J. Phillips, Rochester, New York. The success of the first meeting was agreeably encouraging to the promoters of the organization.

International Typographical Union Election.

Returns from 557 local unions out of a total of about 700 indicate that all of the general officers of the International Typographical Union have been reëlected by majorities ranging from 7,000 to 10,000. The election was held on May 18 and a number of the smaller towns are yet to be heard from. The total reported vote of the 557 unions having made returns gives the following result: For president — Lynch, 20,312; Reilly, 14,063. For secretary-treasurer — Hays, 21,421; Albrook, 12,026. For first vice-president — Tracy, 18,238; Govan, 15,140. For delegates to American Federation of Labor — Morrison, 27,370; Hayes, 20,820; Stevenson, 19,102; McCullough, 16,022; Perkins, 12,656; De Nedrey, 10,180; Fear, 11,385; MacLean, 9,946. For trustees of Union Printers' Home — Powell, 16,499; Daniel, 13,245; McKee, 16,735; Fennessy, 11,256; McCaffery, 17,910; White, 12,945; Williams, 7,496. For agent of Union Printers' Home — Nichols, 15,102; Bastian, 7,293; Hitchens, 9,553.

Printers Hear Lecture on Drawing.

At the regular monthly meeting of the Chicago Ben Franklin Club, held in the rooms of the Advertising Club, on Thursday evening, May 12, D. R. Augsberg, well known as an authority on designing and author of books on this subject which are used in the public schools, delivered an entertaining lecture on mechanical drawing. The speaker made use of a blackboard to illustrate his remarks, creating considerable interest in, and no little surprise at, the simplicity that characterized mechanical drawing. He made it clear that the youngest child in school could be made to understand the principles underlying the whole subject, and his able analyses of "position," "direction," "perspective" and "form" were especially interesting and instructive. Since the elements of mechanical drawing, to no little degree, enter into the production of good job printing, the members of the club who were fortunate enough to be present felt highly repaid for the time spent in listening to the lecture, and a vote of thanks was heartily tendered Mr. Augsberg at the conclusion of his address.

Chairman Morgan, of the International Cost Commission, made a most encouraging report on the progress made by the commission in its work of perfecting a cost system which shall meet universal favor, and stated that an unabating stream of requests continues to pour into his office from every part of the country for information on the subject, as well as for copies of the proposed international cost system.

General News Notes.

At Milford, Mass., W. D. Leahy has succeeded C. M. W. Earle.

John S. Reynolds has succeeded Lyman & Reynolds, at Paterson, N. J.

Stewart, Bell & Stewart is the name of a new concern at Detroit, Mich.

On May 6 the Appellate Division of the Supreme Court of New York sustained the action of Judge Bischoff in suspending the jail sentence on a number of members of Typographical Union No. 6, of New York city, found

guilty of contempt in disobeying a restraining order issued by the Supreme Court in 1908. The Typothetæ had taken an appeal from the action of Judge Bischoff.

EMPLOYING lithographers will establish the eight-hour day, beginning January 1 of next year.

CANADA, according to recent dispatches, may prohibit all exportation of lumber used in the manufacture of paper.

THE Chautauqua Engraving Company, of Dunkirk, N. Y., has taken over the Saskett Engraving Company, of Fredonia, N. Y.

THE Maryland Legislature has passed a law requiring that the union label of the allied printing trades be placed on all the printing done for the State.

UNION printers of Sacramento, Cal., are making arrangements to have views of the Union Printers' Home displayed upon the drop curtains of the local theaters.

THE shortest hours in the world among wageworkers are those of the Hebrew Typographical Union, whose members work five hours a day for a minimum wage of $24 a week.

THE Printers' Relief Association, of Minneapolis, Minn., one of the most successful organizations of the kind in the country, will, it is reported, be taken over by the local typographical union in the near future.

CHARLES DEACON, superintendent of the Union Printers' Home at Colorado Springs, has been delivering stereopticon lectures throughout the country during the past few weeks on the work of the printers in staying the ravages of tuberculosis.

IN celebration of the completion of the new five-story building of the Index Printing Company, Atlanta, Ga., a banquet was given recently by the employees of the company to its stockholders. Many local newspaper men were present as guests of honor.

THE Du Bois Press, which has been owned and managed by A. F. Du Bois, at Newark, N. Y., since 1895, was recently incorporated for $30,000, with Mr. Du Bois as president and treasurer. Part of the plant has been moved to Rochester and new machinery added, but the Newark office will be continued. The Du Bois Press is gaining a reputation as a first-class book and catalogue house.

PRICES paid by the Canadian Government for printing are being probed by the Attorney-General's office. In examining witnesses concerning the giving to Charles Pagean, king's printer, a contract for printing the new revised statutes, for which $112,000 was paid, the following questions were asked by the Assistant Attorney-General: "Did he (king's printer) have a printing-press?" "No." "So he was king's printer without a printing-press?"

Recent Incorporations.

Joplin Law Book Company, Joplin, Mo. Capital, $10,000. Incorporators: H. S. Crane, A. W. Hough.

Colonies Publishing Company, New York. Capital, $10,000. Incorporators: F. T. Braithwaite, J. N. Babb.

J. B. Curley Company, Pittsburg, Pa. Capital, $10,000. Incorporators: J. B. Curley, W. L. King, R. S. Dunn.

Capital Publishing Company, Oklahoma City, Okla. Capital, $25,000. Incorporators: J. B. Perkins and others.

Fleet Review Publishing Company, Washington, D. C. Capital, $15,000. Incorporators: J. E. Jenks, M. P. Ward.

Wolfer Printing & Publishing Company, New York. Capital, $50,000. Incorporators: M. Wolfer, R. P. Zobel, B. Fuld.

Standard Publishing Company, Hartford, Conn. Capital, $25,000. Incorporators: R. F. Payne, R. P. Grant, J. Buckley.

Every Woman's Magazine, Manhattan, N. Y. Capital, $50,000. Incorporators: J. H. Wright, N. J. Gaspard, M. Disch.

Jenckes Publishing Company, New York. Capital, $150,000. Incorporators: R. S. Harvey, H. C. Beach, J. J. Cushing.

Pitkin Printing Company, Chicago, Ill. Capital, $10,000. Incorporators: H. M. Blod, J. G. Message, W. R. A. Rust.

Professional Publishing Company, New York. Capital, $5,000. Incorporators: J. Auerbach, J. Hursch, M. Weinberger.

The National Gauge Company, Newark, N. J. Capital, $50,000. Incorporators: G. W. Downs, Anne P. Downs, H. P. Downs.

Kutterer-Jansen Printing Company, St. Louis, Mo. Capital, $10,000. Incorporators: C. Kutterer, B. E. Chappe, A. A. Jansen.

Star Publishing Company, Presque Isle, Me. Capital, $10,000. Incorporators: G. H. Collins, F. L. Hamilton, Perley C. Brown.

Federal Engraving & Colortype Company, Chicago, Ill. Capital, $10,000. Incorporators: C. E. Hegberg, A. E. Gnadt, H. F. Eberlein.

Empire State Motorist Publishing Company, Albany, N. Y. Capital, $15,000. Incorporators: J. A. Ritchie, H. Nicholos, F. Barry.

South Amboy Printing Company, South Amboy, N. J. Capital, $100,000. Incorporators: A. C. P. Quinby, F. P. Coan, J. A. Coan.

Randolph Publishing Company, Dover, Del. Capital, $25,000. Incorporators: W. F. P. Lefland, W. I. N. Lefland, J. S. Collins, Jr.

Southern Electrician Publishing Company, Atlanta, Ga. Capital, $9,000. Incorporators: W. R. C. Smith, C. S. McMahon, S. C. Johnson.

F. G. Henry & Co. (printing and publishing), New York. Capital, $60,000. Incorporators: G. LeProvost, H. F. Goetz, E. F. Ellis.

O. S. Pullman Company, Albany, N. Y. Capital, $15,000. Incorporators: O. S. Pullman, W. A. Morgan, O. L. Allen, Ida Pullman.

The Panchrome Press Manufacturing Company, Corinth, Miss. Capital, $100,000. Incorporators: H. C. Moore, G. Cox, Sr., M. A. Candler.

National Democrat Publishing Company, Wilmington, Del. Capital, $25,000. Incorporators: L. D. Warfield, McMitchell, V. V. Maechiel.

Capital Democrat Publishing Company, Oklahoma City, Okla. Capital, $25,000. Incorporators: J. B. Perkins, J. L. Tullis, C. V. Eggleston.

The National Democrat Publishing Company, Dover, Del. Capital, $25,000. Incorporators: L. D. Warfield, M. C. Mitchell, V. V. McNeil.

The Advocate Publishing Company, Mount Sterling, Ky. Capital, $6,000. Incorporators: E. W. Senff, G. B. Senff, T. B. Arthur, W. Herndon, Jr.

The Walter Rutledge Printing & Carton Company, Dallas, Tex. Capital, $12,000. Incorporators: C. S. Mitchell, Jr., E. M. Rutledge, C. B. Smith.

Braen-Heusser Printing & Stationery Company, Paterson, N. J. Capital, $100,000. Incorporators: A. H. Heusser, H. Braen, J. Roughgarden, M. Ferrary, A. M. Ferrary.

Messenger Printing Company, Danville, Ky. Capital, $10,000. Incorporators: H. McGoodwin, L. Landrum, D. N. Prewitt, E. R. Dillshay, R. P. McGoodwin.

The Bulletin Publishing Company, Dillsburg, Pa. Capital, $15,000. Incorporators: W. Elieker, G. C. Brandt, S. R. Stauffer, J. G. Glessner, W. D. Sheafer.

Sparta Progressive Publishing Company, Sparta, Wis. Capital, $5,000. Incorporators: L. D. Merrill, F. A. Holden, J. M. Morrison, R. F. Nicol, J. H. Johnson.

The Indianola Printing Company, Columbus, Ohio. Capital, $10,000. Incorporators: C. S. Plumb, D. S. White, E. E. Keenan, H. M. Vaughan, F. R. Marshall.

The Oil Man's Publishing Company, St. Albans, W. Va. Capital, $5,000. Incorporators: H. P. McGinnis, R. C. Roberts, L. W. Blakenship, L. P. McIntire, G. F. Isner.

Southern Paper Company, Augusta, Me. Capital, $1,500,000. Incorporators: E. M. Thompson, L. H. Stevens, C. C. Ballard, L. S. Kearney, B. J. Potter, M. M. Willis.

Courier Printing Company, Titusville, Pa. Capital, $12,000. Incorporators: A. Crosby, P. J. Mersing, J. V. Gorman, J. L. Wilson, J. J. Marion, W. A. Myers, T. S. Crosby.

Journal Publishing Company, Hartford City, Ind. Capital, $10,000. Incorporators: C. A. Reeves, C. A. Curry, F. Geiger, M. A. Clapper, J. F. Wheatley, J. G. Maddox, W. F. Modlin, J. E. McFarland, J. R. Harold.

Written for THE INLAND PRINTER.

MARK TWAIN.

BY VIRGINIA FISH.

So, Laughter-Maker, you who wrought from tears and pain
A wassail bowl of mirth, and held it, overbrimmed,
To a whole world's eager lips so many years, the while
Death, loss and grief strove with you at the task,
Urging their cup of cursings and of fears,
Until e'en them you did beguile with smiles
To be transformed and wear a merry mask.

Now, safe within your own bright place of laughter,
Borne there on joy of those you have made glad,
Your heart, the ruddy chalice broken by disaster,
God's love shall lift, and, smiling, shall make whole.

PRINTERS AND PRICES.

It has been suggested that many printers are in the business chiefly out of a love for the art itself and, therefore, it is difficult to impress them with a need for better business methods.

This is defective logic, if it be assumed that the printer-man is intelligent. A love for the art should lead those who possess it, first of all, to protect it from the demoralizing influence of the cheap Johns. A real love of business will guide the happy possessors to action, which will result in the elevation of the trade, as a whole, from a technical standpoint. The printer whose prices are such that he is compelled to work day and night to eke out a poverty-stricken existence may be pointed to as one who loves his work. Nevertheless he is an enemy of the art itself. Rest, recreation and proper nourishment are absolutely essential to any great accomplishment. Little inspiration comes to slaves. In fact, the overworked and underpaid, either employers or employees, are in a poor condition to execute good work of the ordinary kind. But, with the unlimited field for opportunity and development presented to those engaged in the graphic arts, every genuine friend of printing is lending his aid to create a business condition which shall make it possible to generate not only inspiration but an ambition to place the art itself upon the plane which rightfully it should occupy. The best work is achieved only by a properly conditioned mind, which in turn must be supported by bodily vigor. And if we are to possess these, remuneration for service must be based upon the need for those conditions which shall produce them. The printer sacrificing his time and health because he refuses to demand a fair return for effort, is not a martyr to his love for the art. He is, mildly speaking, an enemy to himself and his family, and a stumbling-block to real achievement and development in the printing trades.

PROOFROOM

BY F. HORACE TEALL.

Questions pertaining to proofreading are solicited and will be promptly answered in this department. Replies can not be made by mail.

A Case of Doubt as to Number.

R. L. B., Charlotte, North Carolina, writes: "In a cook book occur the sentences, 'A few slices of lemon improve the flavor,' and 'A few apples cooked with the plums make the jelly nicer.' Should these verbs be left as they are or made improves and makes?" *Answer.*— The very fact of disagreement in the printing-office, where one person is said to insist that one way is right and another that the other way is right, should lead to the adoption of the one safe and sane decision, "follow copy." In such a case, where the writer has used the same construction in both sentences, the reasonable assumption is that what is wanted is just what is written. Following copy is emphatically the proper thing here, for the sentences are grammatically correct as written and grammatically incorrect with the change. Slices and apples are the subjects, and so their verbs should of course be improve and make — slices improve and apples make. Such is undoubtedly the grammar of the words as used. It is not hard to find a reason for thinking of the other construction, however, nor even to suppose that some people may insist that it is correct. Such logical support may be found for it, in fact, that this writer is not willing to assert unqualifiedly that it is incorrect. Grammatical subject and logical subject are not always the same. They are not the same here. "Slices of lemon" and "a few apples" are the logical subjects, and the first of them gives a hint of the reasoning that would lead to the use of the singular verb. Of course this would be that the slices of lemon and the few apples would each constitute one ingredient in the cooking, and so become unified in idea. Another method of logic might be to consider the expressions as elliptical, and standing for "Adding slices of lemon improves" and "Adding a few apples makes." Thus the grammatical subject would be the understood word "adding," and the grammar would be right with improves and makes. It must be remembered that this is only by way of finding other people's justification for their choice, and not offered as justification by its writer personally. Persons who are in the necessary authoritative position, as authors or editors, have perfect liberty to write sentences like these with singular verbs, makes and improves, and are not so much amenable to criticism therefor as some grammatical purists and pedants would make them. But if a proofreader is to correct one of these sentences, as having been written ungrammatically, the change should be the opposite of the one suggested. The only right way to correct the grammar is to change makes and improves to make and improve.

Hints for Study.

The following letter, from a studious proofreader, we have kept for a while, to determine whether or not to give any personal comment with it. It seems best to present it without comment, except to say that its recommendations do not seem likely to find very wide acceptance, principally because many workers can not find time for their application. We print it because the hints contained are all of a kind that tend to betterment; and we give it in full because we can not tell positively that any portion of it would be without value to some of us. Proofreaders' work is as various almost as the kinds of books and periodicals they read, and no real knowledge is amiss for any of them, while often some special knowledge is highly profitable. Our correspondent writes:

"It is sometimes well for a successful proofreader to look back over his experience of years and sum up after a fashion the means and elements which have contributed to his mental knowledge and facility. No training whatever (in the sense that the word is generally used) could fit a reader for his work. A little of any course of study might be valuable; any wide reading of standard books is surely a great help — chiefly in verifying quotations, however; languages, especially Latin, give a good groundwork of criticism to one who must always deal with language; the essentials of grammar, rhetoric and punctuation must be mastered, but school training should fully supply these — also, too often slurred over in the modern 'fad' system of teaching a little of everything in the public schools. To 'rise by the things that are under his feet' — that is, to make each day's work a stepping-stone to better work ahead — is the policy of many; but it is a slow method, it does not take into account the employer at whose expense one is learning, and many a day of rush and stress sees a retrograde rather than a forward movement.

"One must begin first with his habits and nature. Perhaps he is of a ready temperament, apt to judge hastily and to arrive at a point by quick decisions; or he is not disposed to self-dependence, and is greatly desirous of others' opinions. The first duty of a proofreader is to analyze carefully and slowly, to make a decision, to have a good warrant or reason for the same, and to stick to it. Once he has done this in important matters of style, and has been sustained (if appeal is necessary), the matter should be recorded for future reference. Cultivation of the critical and analytical habit comes in the little matters of everyday life. You are reading a new book and a passage compels your attention: do not leave that till you know *why* it has pleased or displeased you. A strain from a street band arrests your steps: what is it, where has it been heard, what past scene does it bring up? So with a phrase in conversation: how is it so happily expressed? Do not leave anything, in ignorance of its inner, its full meaning, of the utmost you can get from it. Take some of the gayly bound and gilded 'annuals' of the nineteenth century and punctuate and repunctuate, and prune the florid verbosity of their pages. Then read Stevenson's 'Dr. Jekyll' and note whether you could add to or clip one word from that model of brevity. Incidentally this training helps the memory — without conscious memorizing, you are sure to remember every good passage you have studied.

"If possible a galley or page should be gone over a second time for this analysis. On the first inspection, the minuter points must be considered, but any work ought to be looked at from a larger point of view: and this brings me to the mechanical side of proofreading. Often one is dimly conscious that something is wrong, when extreme effort has been expended to get the thing as near literary perfection as possible. Thus it is that, finally, wrong fonts are discovered; capitals, perhaps, sprinkle a page where lower-case should rule; indentions are not harmonious, or foot-notes and tabular matter are in bad shape. Now this mechanical faculty of 'getting the hang of the thing,' of

attending to the proper placing of cuts, of systematizing rule-and-figure work, arranging head-lines, etc., is acquired by much the same method of close criticism of others' work.

"Let us go into any good library and select at random from the shelves fifty books from twenty good publishers. They must, of course, be recent books. Perhaps the first is thoroughly pleasing, and we find little or nothing to object to. Another strikes the eye as bad at once. Investigation proves that the disagreeable effect comes from the fact that the page is too nearly square, is in eleven-point type, with an insignificant small-cap. heading. On inspecting further we find a chapter-head in heavy lower-case type, coming directly under one of the page captions. A third book gives us some very fine tabular work, with smaller tables set into the page body like woodcuts. The fifty books take a little over an hour to 'size up.' Two are reserved for a fuller inspection. Now if one would (or could) do this only twice a week, what a really wonderful education in a technical line of book-making! It would not do a bit of harm for you to look closely at binding, margins, impression, and all that — a reader sometimes has greatness thrust upon him in the shape of a superintendency, temporary or otherwise.

"There are many more points in this building up of one's faculty by impression, analysis, memorizing and study. Only a slight outline of a progressive proofreader's 'laborious nights and days' has been given above. In doing work of this sort, much more is gained than the actual miserly possession of knowing how. It becomes at last a broadening study of the whole world at close range and under rigid inspection."

PURE AIR AND EFFICIENCY.

Speaking before the Ways and Means Committee of the Chicago Association of Commerce, which recently was in session in the dining-room of a large Chicago hotel, Professor Watt, principal of the Graham School, Chicago, among other things, said:

"No man of any sense would think for an instant of doing business in a place like this, and, in fact, the efficiency of you men has been decreased for this afternoon about thirty per cent. You'll go back to your offices and won't know what's the matter, but you won't be able to do the amount of work you should."

The subject of pure air was being discussed, and the Professor was blunt and fearless enough to set up his "horrible example" where it could be observed at close range by his auditors. The reference to the insanitary condition of the dining-room will have an interest for employing printers only to the extent of comparing it with that of their workrooms and offices. If the Professor be correct in his statement that the men who gathered in the dining-room had their efficiency decreased thirty per cent on account of the bad atmosphere, what would be the correct percentage, in this connection, of the decrease of earning power of the workers in some of our printing establishments? While at first hand we know very little of the dining-room in question, it is pretty safe to say that from a sanitary viewpoint many printing-offices are in a worse condition. And we quote the statement of Professor Watt with the hope that some of the owners of these offices will be awakened, not only to their duty to those whom they employ, but to the need of a change in the interests of efficiency among their workmen as well as themselves.

Pure air is the elixir of life; it is the generator of ambition, the builder of energy, and the foe of strife and disaffection. Not only the humane, but the wise, master printer will make pure air the first requisite to the equipment of a prosperous establishment.

BUSINESS NOTICES

This department is exclusively for paid business announcements of advertisers, and for paid descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Responsibility for all statements published hereunder rests with the advertiser solely.

HOT DIE EMBOSSING FOR THE TRADE.

The Western Embossing Company, of Chicago, with factories located at Sheffield and Wellington avenues, have brought the art of embossing to a degree of efficiency equal to the best work of Germany or England. The company have increased their facilities to do work for the trade. Samples will be furnished on request and prices quoted.

NEW STYLE DIE AND PLATE STAMPING PRESS.

To meet the demand for an extra large die and plate stamping press, the Modern Machine Company, of Belleville, Illinois, has placed on the market a new 5 by 9 inch stamping press, embodying the very newest features and application of power to secure efficiency, strength and wearing qualities. Full particulars will be furnished by the manufacturers on application.

MACHINE FOR SURFACING CUT-BASES.

The National Perforating Machine Company, Twenty-second and Campbell streets, Kansas City, Missouri, have placed on the market a machine for surfacing cut-bases, illustrated on page 203 of the May INLAND PRINTER. The Rotary Cut Surfacer applies mechanical principles that reduce all cut surfaces absolutely flat and true and makes substantial saving in manufacturing cuts and in printing. Samples of the bases and full particulars will be sent on request.

THE "VICTORIA-HERCULES" EMBOSSER.

The combination of a platen press and embosser in the powerfully constructed "Victoria-Hercules" Embosser, manufactured by the Victoria Platen Press Company, and sold by Frank Nossel, 68 Park Row, New York city, makes this admirable machine one of the greatest moneymakers in the pressroom. The many points of excellence are described in the advertising literature of the company, which will be furnished on request by Frank Nossel, 68 Park Row, New York city.

A NEW HAND PALLET AND STAMPING PRESS.

The Hoole Machine & Engraving Works, 29-33 Prospect street, Brooklyn, New York, announce their new Hand Pallet and Stamping Press ready for the market. This press is designed and built in three styles. Style A is used as a hand pallet stamping press, and is operated by a lever. Style B is used for flat stamping, with either plate or type set up in a chase, and is operated by a screw and hand-wheel. Style C is a combination of both of these machines, one side being used for hand pallet work and the other side for flat-stamping or chase work. The machines are

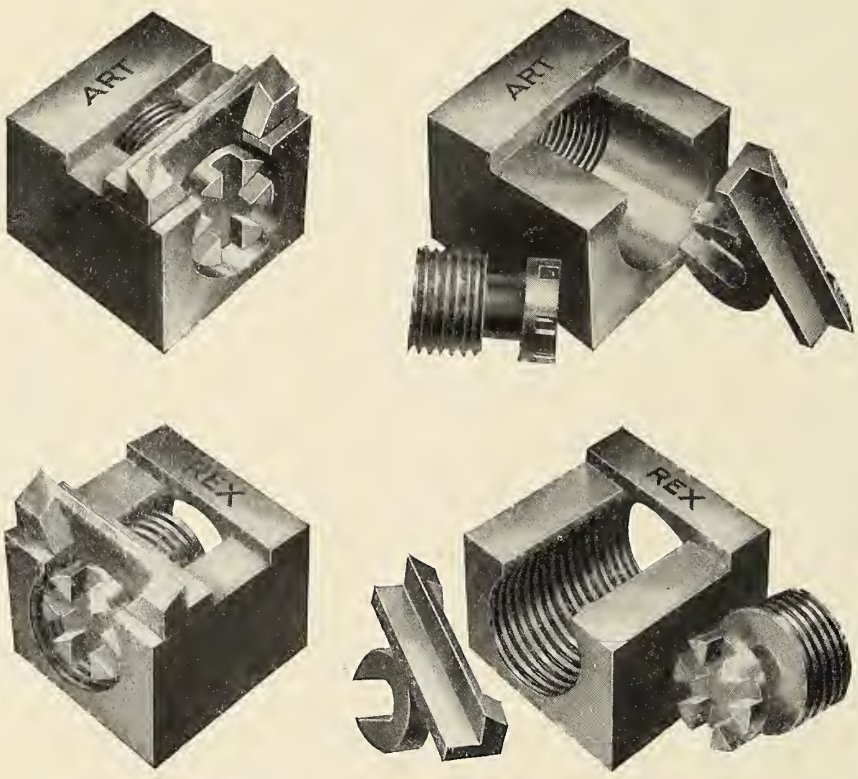
equipped with gas-heating heads and sufficient gages to accommodate any kind of work. The machines are open on the sides, so that there is no limit to the size of work that can be stamped. All three styles are substantially built and are extra heavy to prevent any jar or spring. That they are first-class machines, the name of Hoole Machine & Engraving Works is a sufficient guarantee of quality, as it is of anything in the bookbinders' machinery line.

This concern also makes Check-End-Name printing machines and a variety of paging and numbering machines, and it is the oldest house in the country in this line.

TWO NEW EXPANSION SYSTEM REGISTER HOOKS.

The two register hooks shown herewith are the latest additions to the Expansion (point) System of printers' blocks, the well-known plate-mounting system originated and manufactured by the Challenge Machinery Company, of Grand Haven, Michigan.

These two splendid hooks, 6 by 6 ems in size, models of simplicity and strength and possessing every desirable feature, will no doubt become the general favorites their design and construction warrant. Either can be relied upon to fill every requirement, thus making it unnecessary to include in an equipment a variety of hooks, each designed to fill its own particular need.



The "Art" Hook possesses exceptional strength, sufficient travel to meet all ordinary requirements, and will allow a minimum margin of eight points between plates. It is composed of only three parts, and may be taken apart in an instant for cleaning. The narrow opening between jaw and base of hook overcomes the objection of some to a long travel hook.

The " Rex " Hook differs but little from the "Art." It is composed of but three parts and permits of the same minimum margin between plates. It possesses in addition, however, the extra long travel of jaw — a desirable feature where plates vary materially in size.

The manufacturers state that the demand for Expansion System equipments was never so great as at the present time, and that it will be necessary to enlarge this department in order to render their usual prompt service in filling orders.

CHANGES IN THE WIRE-STITCHING MACHINE BUSINESS.

Some businesses are conducted so quietly that the public seems never to have heard of them, even the special " public " that buys and uses the products of such businesses.

In this way the printing and bookbinding trades have for years known the Perfection wire-stitching machines, manufactured by the J. L. Morrison Company, but very few indeed have known anything of the factory whose business it was to make these machines. This business has been conducted by William A. Philpott and Frederick Leuppie, at Niagara Falls, New York, under a copartnership known as Messrs. Philpott & Leuppie. These gentlemen, both trained, practical machinists, entered into partnership in the year 1880, and were doing a prosperous business when, in 1888, an opportunity was offered them by the late Mr. J. L. Morrison to begin the manufacture of Perfection wire stitchers. They undertook this new line, being quick to see the possibilities in what was, at that time, a very new class of machinery, and they brought to their task a knowledge, experience and painstaking care, which, in all these years, have been largely responsible for the mechanical excellence which the Perfection stitchers have always been noted for.

About a year ago Mr. A. G. Mackay, proprietor of the J. L. Morrison Company, New York, decided to incorporate that business, and to take into the company some of the

employees who had been longest associated with him, in this way planning to strengthen and perpetuate the J. L. Morrison Company. Messrs. Philpott & Leuppie have now followed his lead. The new company at Niagara Falls will be called the Philpott & Leuppie Company, Incorporated. The original proprietors retain stock, and Mr. Mackay is one of the stockholders, as are also some of the employees of both the older businesses; thus the whole enterprise is put upon an enduring basis.

There will be no change at present in the style of the machines, and the output will be marketed by the J. L. Morrison Company, just as it has always been, but the businesses are drawn even closer together than they have been in the past, and the trade is assured that the Perfection machines will continue to maintain their reputation for strength and service.

The officers of the J. L. Morrison Company are: A. G. Mackay, president and treasurer; F. C. Crofts, vice-president; Thomas A. Gibson, secretary.

The officers of the Philpott & Leuppie Company are: W. A. Philpott, Jr., president; Frederick Leuppie, vice-president; G. M. Tuttle, secretary; F. E. Laurence, treasurer and manager.

"THE PRINTER'S GUIDE."

The Triumph Electric Company, Cincinnati, Ohio, issues in Bulletin No. 381, published January, 1910, a most comprehensive and instructive catalogue, giving information on all particulars of electric drive as applied to every description of printing machinery, of course, with special reference to the Triumph Motor. The booklet is fully illustrated, and is, as stated, very informing. The Triumph Electric Company have offices in all the principal cities throughout the Union. Copy of the bulletin will be furnished free on request.

SAW-TRIMMER THAT OPERATES ON POINT MEASUREMENT.

The Hexagon Tool Company, Dover, New Hampshire, has placed on the market a saw-trimmer which is said to perform every operation that comes to the hands of a compositor, on an accurate point-measurement basis. The Hexagon Saw-Trimmer saws all kinds of cuts, plates, slugs and other printing material, and the manufacturers claim that it will do the work in such manner as to standardize the compositor's product.

The company is sending out a catalogue that gives detail information in connection with their machine, and offers to send the saw-trimmer on thirty days' trial.

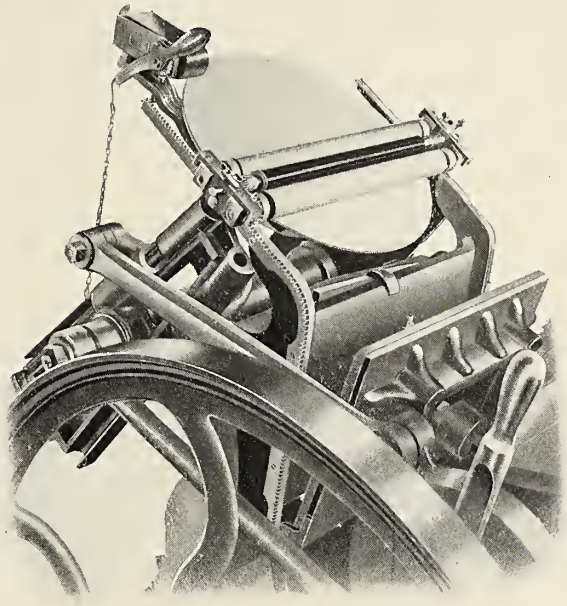
"THE SATURDAY EVENING POST" THE WORK OF THE HOE WEB PRESSES.

The last two of the lot of nine Hoe web presses, which were ordered some time ago by the Curtis Publishing Company, for printing the Philadelphia *Saturday Evening Post*, have just been installed and started on the edition.

The combined capacity of these new machines is over half a million copies a day of the *Saturday Evening Post*, delivered folded to page size, cut open at the head, side and foot, bound together with wire staples, ready for trimmer, or trimmed if desired. These presses, which are the latest product of the Hoe factory, are also provided with cover and insert feeding devices, which enable the feeding in and delivery with the regular product from the press of fine covers and colored inserts, printed or lithographed in advance.

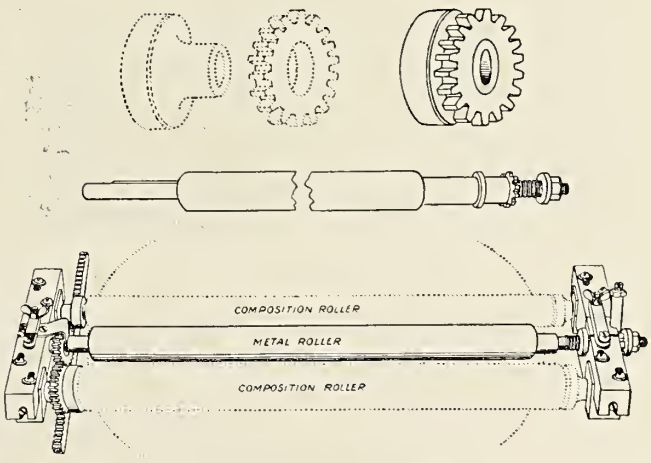
THE ALLEN INK DISTRIBUTOR FOR PLATEN PRESSES.

P. J. Boll, a well-known Chicago pressman, is having remarkable success as the representative of the National Specialty Manufacturing Company, of Milwaukee, in the sale of Allen's Patent Ink Distributor, which gives cylinder press distribution to all types of platen presses. Mr. Boll



The Allen Ink Distributor, which gives cylinder-press distribution to platen presses.

has offices at 130 Sherman street, Chicago. Illustrations are shown herewith of the distributor as attached to the press and of the detail of its construction. The distributor transforms the platen press, without lessening its capacity or interfering with its work, into a three-color process press. It eliminates all friction in the roller distribution — all the



Detail of Allen Ink Distributor.

work is done with rack and gear. The capacity of the press is increased for large work, as it covers large forms in a manner heretofore impossible. The impression is reduced fully one-half, thus prolonging the life of the press. Circulars and detailed information will be furnished on request by P. J. Boll, 130 Sherman street, Chicago.

MULTIFORM RULE BENDING AND CUTTING MACHINE.

The Multiform Rule Bending and Cutting Machine, which has been sold for the past ten years by the patentees and manufacturers, the J. Welty Manufacturing Company, of Fort Wayne, Indiana, mostly to paper-box makers, will hereafter be sold direct from the office of the J. A. Richards Printing Company, of Albion, Michigan. Mr. J. A. Richards is a former representative of the Campbell Company, the Miehle Company and Barnhart Brothers & Spindler. The merits of the "Multiform" for printers' use in making cut-outs were at once perceived by him, and he is in an admirable position to show its needs to the trade. Write for full particulars on the improved machine.

COTTRELL'S NEW YORK OFFICE.

The offices of C. B. Cottrell & Sons Company have been located on Printing House square for forty-two years. In 1868 Mr. C. B. Cottrell opened his first New York office at No. 8 Spruce street, which was then a central location



NEW YORK OFFICE OF C. B. COTTRELL & SONS COMPANY.

for the printing and publishing business of the city. In 1894 they moved to 41 Park Row, facing City Hall Park, where for sixteen years the pleasant and profitable doctrine of "Use Cottrell Presses" has been promulgated. To-day they are in new offices at No. 25 Madison square north, as shown in above cut. The front windows overlook Madison square and the side windows are across the street from the well-known Madison Square Garden. Madison square north is East Twenty-sixth street. The new offices are within a few steps from the surface cars on Broadway and Fourth avenue, and but a short distance from the Subway stations at Twenty-eighth street and Twenty-third street. The Flat Iron building, the Fifth Avenue building and the great Metropolitan tower are across Madison square. The company's new telephone number is 6244 Madison square.

For some years the trend of the printing and publishing business in New York city has been steadily northward, and the new location will be found very convenient by the trade.

COLOR-CHART BY THE AUTOPRESS.

The color-chart used in this issue of THE INLAND PRINTER accompanying the article on "Scientific Color in Practical Printing," by Mr. E. C. Andrews, page 376, is a striking exemplification of the accomplishment of the three-color process by the Inland-Walton Engraving Company, of Chicago, and of the work of the Autopress. To give even an approximate idea of the varied colors in this chart in the large edition required for THE INLAND PRINTER would be extremely costly under ordinary circumstances, but the process used in connection with the high efficiency of the Autopress has made it possible to give exemplification of the ideas of standard authorities on color in almost the identical values of the original copy at about the same cost as printing a single color. The Autopress Company has its main offices at 299 Broadway, New York city; W. P. Fisher, the Western manager, is established at 315 Dearborn street, Chicago. Both at home and abroad the reputation of the work of the Autopress is extending rapidly, aided by the satisfaction of the increasing number of users.

"ME, TOO."

In every field of endeavor there are originators, and as a necessary corollary, imitators. Always are there those who lead and those who follow. Look back over the announcements in past volumes of THE INLAND PRINTER and pick them out. Read that some house has brought out a new article, device or improvement, whether radical or otherwise. The followers for a measure of time cry "Can't"; then, after every one else has adopted the thing, the imitator discovers it is really a concrete fact — and cries "Me, too." Ever notice it?

There is one house whose announcements have appeared in THE INLAND PRINTER pages regularly, which prides itself on its originality. They are the manufacturers of the Thompson Typecaster, a machine which has stirred the printing world with interest ever since it was first announced.

The claim that this machine was capable of casting type from ordinary Linotype matrices was received with incredulity at first, but now that these machines have been doing this very thing in many printing-offices for more than two years, the imitators have changed their cry from "Can't" to "Me, too." It was a new idea to use matrices already in the possession of many printers, and the idea was original with the Thompson Type Machine Company. So, too, when this same company announced that Compositype matrices, of which hundreds of fonts were in circulation, could be used in the same machines, those who were first to ridicule the idea are now vociferously crying "Me, too."

Thirty-six point type was the limit of size, until the Thompson Typecaster set the mark at forty-eight point. "Me, too," says the imitator.

The matrix exchange plan of the Thompson Type Machine Company is another unique idea. Their plan is to sell one font of electrotype matrices (which they make) to a user of their machine and exchange this font for another at any time it is returned, making no daily rental charges and only an exchange fee of $2, repeating this operation

indefinitely. This reduces the cost of supplying the printing-office with all sizes and styles of type to a merely nominal fee for matrices, and it will surprise no one to see the followers imitate this also.

There is one thing, however, in which the Thompson Type Machine Company has no followers, and that is in the price of their machine. It is sold, completely equipped for casting type and low quads and spaces from five to forty-eight point in size from Linotype, Compositype and their own make of matrices, including motor, gages and tools, for $1,500 — an outfit which would cost three times that amount with any other machine. This is due to the fact that the mold of the Thompson Typecaster is universally adjustable for all sizes of type and that all these matrices are used in the same mold. This adjustable mold is another thing you will find in the past ridiculed as impossible by the same imitators who now declare their abandonment of fixed for adjustable molds. Again it is "Me, too."

However, the Thompson Typecaster is still in the lead with another important improvement. It produces four different combinations of nicks in any body, so that *different* faces of the *same* size can be distinguished by the nick, if not by the face. Heretofore different bodies were nicked differently. That was very little help. Every printer will appreciate this innovation. We are listening for the echo, "Me, too."

SELLING AGENCIES OF THE CASIMIR VON PHILP COMPANY.

The Casimir Von Philp Company, of Bethlehem, Pennsylvania, have completed their selling arrangements for the Casimir printing-press, covering the entire United States. A. F. Wanner & Co., of Chicago, have been appointed sole selling agents in all territory west of and including Cincinnati, and Andrews-Marsh Manufacturing Company, of New York, in all the territory east of this point.

The Casimir press is a machine that will appeal to any printer having a line of special work in large quantities, as it will produce more rapidly, cheaper and better than the same work can be done by any other method. The Casimir press is really a complete printing-plant in itself. It not only prints any number of colors on either or both sides of a sheet, but cuts and trims, to size, punches, perforates, rewinds, die-cuts, collates, does bronzing, gumming or varnishing; in fact, it takes the raw stock in at one end and delivers the finished product, ready to be shipped, at the other end, all at a speed up to eight thousand per hour.

Catalogues and details may be had on request from the sole selling agents mentioned above.

Illustrations and further details covering the machine will be found in the advertisement of the company, on another page of this magazine.

CUTLER-HAMMER COMPANY TO MANUFACTURE "THE KOHLER SYSTEM" CONTROLLER.

Of interest to printers and publishers is an announcement just made concerning the Cutler-Hammer Manufacturing Company, of Milwaukee, makers of electric controlling devices, and Kohler Brothers, of Chicago, contracting electrical engineers and owners of the patents covering "The Kohler System" automatic, push-button control for printing-presses, motor-driven tools, etc.

An arrangement has been made by the two companies in question whereby the Cutler-Hammer Manufacturing Company will hereafter manufacture and market for Kohler Brothers, in the United States and Canada, the various types of push-button operated controllers comprised in "The Kohler System" of control. For the purpose of carrying this arrangement into effect, all data, records, etc., pertaining to "The Kohler System" have been transferred to the Cutler-Hammer Manufacturing Company.

It is announced by the Cutler-Hammer Company that they have retained the services of the men who have been handling this branch of Kohler Brothers' business, thus insuring a continuance of expert supervision by engineers thoroughly familiar with "The Kohler System" control and its application to printing-presses and other classes of motor-driven machinery.

Formal notice to the trade, embodying the facts above stated, will be issued shortly by the two companies concerned.

NON-KERNING ITALICS.

Through the enterprise of typefoundries, the troubles of the printer are becoming less and less. Every now and then attention is called to something new that saves time, labor and money in the composing or press room, and, as a rule, printers are not slow to take advantage of it.

For ages typefoundries have made more or less effort to cast italic type without kerned or overhanging characters, but the Keystone Type Foundry is the first and only foundry thus far to cast italic type on normal bodies and sets with no kerned letters. The first to appear was their Powell Italic, which was soon followed by their Ayer Italic, then their Caslon Lightface Italic, and now their Harris Italic, all non-kerning and every one of them on regular or normal bodies and sets. In the fore section of this issue of THE INLAND PRINTER will be found a page of these beautiful faces, composed in condensed form, the idea being merely to show that just as good or better italics can be made without kerns as with them.

The range of usefulness of italic letters is almost equal to roman, and, despite the breaking of overhanging characters, this style of type has always been used extensively for other purposes than mere emphasis. Some of the most beautiful typographical effects have been obtained with italics, and now, that there are no overhanging characters to break off, and the Keystone charges no more for italics than regular body-type, they are coming into more general use for all purposes.

The Keystone announces that, as far as possible, all its italic letters will hereafter be confined to the non-kerning variety, and what it has already accomplished in this direction is evidence that it is able to do a great deal more. The passing of many old-style, slanting, hard-to-read italics, mutilated by broken characters here and there, will be welcomed by the printing fraternity everywhere. Many a good piece of work has been spoiled by broken letters, and it was this fault that made script type unpopular and finally killed off the use of it almost entirely.

NEW HEARST BUILDING.

The preliminary work in the construction of an $800,000 newspaper building, to house the Hearst publications, has been begun at Chicago. The building will be located at the corner of Madison and Market streets, and is expected to be ready for occupancy by January 1, 1912. It will be ten stories high and of monumental structure.

WANT ADVERTISEMENTS.

Prices for this department: 40 cents for each ten words or less; minimum charge, 80 cents. Under "Situations Wanted," 25 cents for each ten words or less; minimum charge, 50 cents. Address to be counted. Price invariably the same whether one or more insertions are taken. **Cash must accompany the order to insure insertion in current number. The insertion of ads. received in Chicago later than the 15th of the month preceding publication not guaranteed.**

BOOKS.

COST OF PRINTING, by F. W. Baltes, presents a system of accounting which has been in successful operation for many years, is suitable for large or small printing-offices, and is a safeguard against errors, omissions or losses; its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. 74 pages, 6¾ by 10 inches, cloth, $1.50. THE INLAND PRINTER COMPANY, Chicago.

PAPER PURCHASERS' GUIDE, by Edward Siebs. Contains list of all bond, flat, linen, ledger, cover, manila and writing papers carried in stock by Chicago dealers, with full and broken package prices. Every buyer of paper should have one. 25 cents. THE INLAND PRINTER COMPANY, Chicago.

PRACTICAL FACTS FOR PRINTERS, by Lee A. Riley; just what its name indicates; compiled by a practical man, and said to be the most practical little book ever offered to the trade; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

PRICES FOR PRINTING, by F. W. Baltes. Complete cost system and selling prices. Adapted to any locality. Pocket size. $1 by mail. THE INLAND PRINTER COMPANY, Chicago.

BUSINESS OPPORTUNITIES.

FOR SALE — Controlling interest in printing corporation located in central New York in city of 50,000 that is being boomed; plant controls considerable New York city business; to printer-business man an excellent opportunity. F 800.

FOR SALE — On account of ill-health am offering my half interest in long-established job-printing and envelope manufacturing business in growing city in Michigan; large local business and two patented specialties selling throughout the United States; unlimited possibilities for practical man with $7,000; strictly high-grade propositon. Write at once to F 832.

FOR SALE — One of the best-equipped printing-plants in Denver, with well established, going business; invoices $12,500; taken under mortgage for $5,000; will sell for $5,000. 812 Marion st., Denver, Colo.

FOR SALE — Only paper (independent) in growing southeast Missouri town of 1,800 inhabitants, all white; good subscription and job field; price, $3,000 cash; investigate. DAVID BRIGHT, East Prairie, Mo.

FOR SALE — Republican weekly newspaper and job plant in western New York. Particulars by addressing F 818.

FOR SALE — Well-equipped, small job office in town of 35,000; cost systems in every office; good prices; present owner increased business over 300 per cent in past year; will sell cheap on account of ill-health; act quick. 208 Main st., Oshkosh, Wis.

NEWSPAPER MEN AND PRINTERS — The Canadian Northwest is being settled by thousands of Americans; new towns spring up every day; every town wants a newspaper. Write to MILLER & RICHARD, 123 Princess st., Winnipeg, Manitoba, for full particulars and names of towns.

OWNER wishing to retire offers for sale The Bishop Press, Kansas City, Mo. A modern-equipped plant doing strictly high-grade work; an unsolicited and profitable business amounting to $24,000 per year; have facilities for larger volume of work, which can be had by soliciting; $12,000 — part cash, balance on reasonable terms. Address THEODORE BISHOP, 14th and Oak sts., Kansas City, Mo.

WANTED — To lease a modern pressroom to an ambitious, competent pressman; good opportunity; considerable trade already established. F 767.

Publishing.

A PRINTER can make money by publishing trade papers while doing job printing. HARRIS-DIBBLE COMPANY, Publishing Brokers, Masonic bldg., New York.

FOR SALE.

AUTOMATIC CARD PRESS — Buffum, latest model, with or without outfit, practically new and guaranteed absolutely first-class in every respect; reason for selling — physical misfortune; best offer takes it. F 823.

BOOKBINDERS' MACHINERY; rebuilt No. 3 and 4 Smyth book-sewing machines, thoroughly overhauled and in first-class order. JOSEPH E. SMYTH, 108-128 N. Jefferson st., Chicago.

COMPLETE PRINTING AND PUBLISHING PLANT, containing Linotype, 4 presses, stitcher, cutter, perforator, motors, etc., acquired in trade; will sell very cheap, with or without lease; close to Chicago. F 827.

COMPOSITYPE typecasting machine, in perfect order; motor attached. Address MEYER & THALHEIMER, Baltimore, Md.

FOR SALE — A well-equipped bookbindery and blank-book business in central Ohio; good reason for selling. F 305.

FOR SALE — As good as new, No. 18 two-color Harris automatic press with envelope attachment, plate curver and trimmer; will take sheet 16 by 20 and will print two colors at one operation; this press was used very little; we are not located where we can get long runs our reason for selling; if you need the machine and want a bargain write at once. F 690.

FOR SALE — Improved routing machine; 2 Levy screens, 60 and 133, and saw-table; all purchased new 1909; cheap. R. AYDELOTT, Station E, Louisville, Ky.

FOR SALE — Optimus press in first-class condition; prints a sheet larger than 42 by 56; can be seen running in Chicago; 6 years old. F 839.

FOR SALE CHEAP — Model 1 Linotype magazine with channel entrance; in good condition. Address CHICAGO LAW BULLETIN, 161 Washington st., Chicago.

FOR SALE — Secondhand newspaper folder for 6-column quarto, with insert; nearly new. What offers? F 799.

FOR SALE — 36 by 54 Campbell cylinder 2-revolution press, front delivery; in first-class condition; at a sacrifice — easy terms. PENN CARD & PAPER CO., 20 N. 6th st., Philadelphia, Pa.

HARRIS PRESS, 15 by 18, single color, perfect condition; Pony cylinder, 23 by 27, cheap. SHAW, 2141 Adam st., Philadelphia.

HOE DRUM CYLINDER for sale to make room for larger press; 26½ by 34; first-class condition. LEADER, Sycamore, Ohio.

LINOTYPE MAGAZINES for sale for Model 1 or Models 2 or 3 Linotypes; rebuilt and guaranteed equal to new; sold subject to trial; price, $90 and $100 each. THE TYPESETTING MACHINERY CO., 1241-1243 State st., Chicago, Ill.

$75 EACH FOR MAGAZINES for Nos. 2 or 3 Linotype machine; perfect condition. Refer to Mergenthaler Linotype Co., San Francisco. TRIBUNE-REPORTER PRINTING CO., Salt Lake City, Utah.

HELP WANTED.

Artists.

ARTIST WANTED — Competent on women's fashions, to go to Canada for the summer; top salary to first-class man. THE MORTIMER CO., Ltd., Montreal, Canada.

WANTED — Commercial artist; experienced man capable of handling photo-retouching and wash drawing and to take charge of art department of engraving house; permanent position and good salary to right man. F 829.

WANTED — High-grade artist to take charge of art department of well-known catalogue, engraving and printing-house; man capable of directing construction of mechanical work, experienced in laying out and designing catalogues; send samples and state salary, with full particulars in first letter, to F 843.

Compositors.

WANTED — A well-educated and healthy, temperate young man, thoroughly understanding composing-room work; must be rapid, accurate and skilful worker, capable of setting up advertising in original manner, imposing and making-up forms; good future for right man; state salary expected, age and references. PLUMBERS' TRADE JOURNAL PUB. CO., 45 West 34th st., New York city.

WANTED — First-class job compositor, experienced in high-grade commercial work; nonunion. Submit specimens. IRVIN A. MEDLAR CO., 414 S. 14th st., Omaha, Neb.

Engravers.

WANTED — A steel-die engraver; state experience and wages expected. F. E. MASON & SON, Batavia, N. Y.

WANTED — Half-tone photographer and line etcher; steady work for competent man. BURBANK ENGRAVING CO., Boston, Mass.

Foremen, Managers and Superintendents.

FOREMAN WANTED for composing-room, including Linotype and Monotype equipment, in large office; open shop; unusual opening for experienced man capable of handling men and familiar with high-grade work. F 815.

WANTED — A practical all-around printer who is competent to run a small printing-plant, including small cylinder press; must be sober and a hustler; to the right man an interest in the business given if desirable. Address THE RATHBONE PUB. CO., Norwich, Conn.

PRINTERS WHO REQUIRE A PERFECT-WORKING GOLD INK

will be interested upon their testing a sample which we will gladly send to responsible printers upon application. Few ink manufacturers have succeeded in creating a satisfactory formula that will produce a perfect working gold ink for high-grade printing.

"OROTYP" IS A PERFECT GOLD INK OF TESTED QUALITY—an ink which, when used, will retain its brilliant luster.

The best printing establishments of the country are using *"OROTYP"* and pronounce it the most perfect and satisfactory GOLD INK they have ever used.

Manufactured in four shades: Light Gold, Deep Gold, Aluminum and Copper

MANUFACTURED BY

THE CANADIAN BRONZE POWDER WORKS

MONTREAL TORONTO VALLEYFIELD

DISTRIBUTING AGENT FOR UNITED STATES

JAS. H. FURMAN, 36 La Salle St., Chicago, Ill.

HELP WANTED.

WANTED — By rising manufacturing stationer, competent, steady printer as foreman; state age, experience and amount would invest; Chicago sales double all competition combined. F 833.

WANTED — Capable working foreman to take charge of proofroom and composing-room; exceptional opportunity for man who will appreciate place in small city; plant large and well-equipped, doing publication, catalogue and book work; state experience. F 802.

WANTED — Foreman for composing-room in well-established business in the South; must be sober, wide-awake, progressive and union; references required; will sell stock if acceptable. F 765.

Pressmen.

JOB PRESSMAN — Wanted: A practical job pressman to demonstrate and sell an attachment for job presses that will sell on sight to every printing-office; to the right man an exclusive territory and a liberal commission will be paid; unless I am satisfied that you can make $40 to $50 per week after a week's trial you are not the man I want. Send full particulars, stating present position and experience, and name territory desired. F 808.

PRESSMEN — Cylinder pressmen and feeders for catalogue and color; above scale to competent men; best conditions; only first-class men with references need apply. EDWARD STERN & CO., Inc., 140 N. 6th st., Philadelphia, Pa.

WANTED — A printer-pressman or Linotype operator-pressman; union. F 817.

Salesmen.

SALESMEN calling on the printing trade can make extra money taking orders for 1911 calendar samples. PENN CO., 20 N. 6th st., Philadelphia, Pa.

WANTED — A city salesman; must be thoroughly conversant with the printing business, capable and a hustler; a creator and producer — not an order-taker. Address full particulars to THE BLOSSER CO., Atlanta, Ga.

WANTED — An experienced man to take charge of city trade of a commercial printing, lithographing and book binding plant; must be a capable estimator; an exceptional opportunity for the right man to acquire an interest in one of the fastest-growing concerns in the country. THE WARDEN PRINTING CO., Oklahoma City, Okla.

WANTED — High-grade printing salesman, familiar with best class color-work. F 816.

INSTRUCTION.

A BEGINNER on the Mergenthaler will find the THALER KEYBOARD invaluable; the operator out of practice will find it just the thing he needs; exact touch, bell announces finish of line; 22-page instruction book. When ordering, state which layout you want — No. 1, without fractions; No. 2, two-letter with commercial fractions, two-letter without commercial fractions, standard Junior, German. THALER KEYBOARD COMPANY, 505 "P" st., N. W., Washington, D. C.; also all agencies Mergenthaler Linotype Company. Price, $4.

A LINOTYPE SCHOOL AT HOME — The Eclipse Keyboard, with complete instruction course, price, $4; either standard or two-letter arrangement; circular on request. ECLIPSE KEYBOARD COMPANY, 117 S. Bonner st., Dayton, Ohio. Following agencies: Empire Linotype School, 419 First av., New York city; A. E. Moissan, Box 1118, Winnipeg, Man., Canada.

LINOTYPE SCHOOL — Six weeks' course, $50; 12 years' experience. LINOTYPE SCHOOL, 474 East Fifty-fifth st., Chicago, Ill.

N. E. LINOTYPE SCHOOL, 7 Dix place, Boston, Mass. Four-machine plant, run solely as school; liberal hours, thorough instruction; our graduates succeed. Write for full particulars before deciding.

MISCELLANEOUS.

HOW TO MAKE SLIDES — An improved method of transferring type designs, rulework, half-tones, line engravings, etc., to glass, for enlarged reproductions through a stereopticon; big money in it by arrangement with owners of advertising screens and moving picture shows in your city; slides easily made by any typographer at practically no expense. Send $1 bill or money order (no stamps) for full and complete instructions. W. E. MISCALL, 2031 Fresno st., Fresno, Cal.

JOB PRINTERS — For $1 will send full details for making stereotyping outfit, etc., cheap. Valuable information. GEORGE NELL, Jenkintown, Pa.

NEW PROCESS NEWSPAPER CUTS made without using acid, camera or mold; designs can be reproduced by tracing; if one can draw, it offers valuable opportunities; original drawings are always preferred; any one can cartoon for home paper. Full directions, twenty-five cents (25c). Complete working outfit, $10. GEO. H. MAAS, 250 W. Water st., Milwaukee, Wis.

MISSING.

THE UNDERSIGNED desires to know the whereabouts of Mr. Julius E. Reading. DILLINGHAM PRINTING CO., Bairdstown, Cal.

SITUATIONS WANTED.

Artists.

COMMERCIAL ARTIST — All-around man; line drawing, retouching, etc.; steady position. F 336.

FIRST-CLASS commercial litho. color artist and photo retoucher would like position with some good house; had 20 years' experience in various lines. F 796.

Bookbinders.

SITUATION WANTED by an all-around bookbinder; sober and steady, married, age 30; foremanship preferred. F 295.

Compositors.

WANTED — Position for all-around job printer; sober, steady; will go anywhere; prefer Indiana town, but will go anywhere. F 806.

Engravers.

PROCESS ENGRAVER desires position as operator or etcher. Address 112 S. E. av., Effingham, Ill.

Foremen, Managers and Superintendents.

MANAGER-SUPERINTENDENT in successful charge of large office seeks change; best city experience; costs, systems, estimating and sales; practical printer. F 490.

ONE CAPABLE OF SUPERINTENDING a commercial printing and lithographing plant desires change; practical in all branches. F 834.

POSITION WANTED as job foreman or superintendent; 25 years' experience; West or Southwest preferred; union. F 828.

SUPERINTENDENT, 12 years' experience, a thorough executive and producer of good printing, desires connection with a reliable house. F 492.

WANTED — Position as manager of book and job printing office; 13 years' practical experience; competent estimator; married; age 27; prefer West. F 831.

Operators and Machinists.

FIRST-CLASS LINOTYPE MACHINIST desires position; best of references furnished. F 809.

GERMAN-ENGLISH Linotype operator (apprentice) wants position; union. F 676.

MACHINIST-OPERATOR, A-1, production and capacity of machines guaranteed; take charge of plant; union. F 451.

MONOTYPE CASTER-OPERATOR, first-class, 4 years' experience, practical printer, union. ARTHUR KECK, Detroit, Mich.

Pressmen.

CYLINDER PRESSMAN desires a steady position anywhere; union. Address R. E. LAWRENCE, 126 Prospect st., Binghamton, N. Y.

Salesmen.

EXPERT STENCIL AND TYPE-DUPLICATING MACHINE SALESMAN, operator and demonstrator, all-around facsimile letter, typewriter supply and specialty man; 12 years' experience; clean record; city or road work; can go anywhere — Denver and West to Pacific coast; no proposition too large. Let me hear from you. F 820.

Stereotypers.

FIRST-CLASS STEREOTYPER, with good references, wants position as foreman or journeyman. F 649.

Stockcutter.

SITUATION WANTED — Paper stock cutter: 15 years' experience — bindery stock and labels; strictly temperate; West or Southwest. F 826.

WANTED TO PURCHASE.

WANTED — For cash, 15 x 18 Harris automatic press, two-color preferred. M. M. ROTHSCHILD, 96 Fifth av., Chicago, Ill.

WANTED — Good secondhand newspaper folder for 12-page 6-column paper. State best price and terms, and make. F 798.

WANTED — One or two Model 3 Linotype machines; must be in first-class condition, at reasonable terms; also several extra magazines. F 795.

WANTED — Will buy secondhand hot-die embossing press, large size. WESTERN EMBOSSING CO., Sheffield and Wellington aves., Chicago, Ill.

BUSINESS DIRECTORY.

Bookbinders' and Printers' Machinery.

DEXTER FOLDER COMPANY, Pearl River, N. Y. Folding machines, automatic feeders for presses, folders and ruling machines. 2-11

Bookbinders' Supplies.

SLADE, HIPP & MELOY, Incpd., 139 Lake st., Chicago. Also paper-box makers' supplies. 1-11

Calendar Manufacturers.

NEW LINE of bas-reliefs, published by H. E. Smith Company, Indianapolis, Ind. 12-10

Case-making and Embossing.

SHEPARD, THE H. O., CO., 120-130 Sherman st., Chicago. Write for estimates. 1-11

Chase Manufacturers.

BARNHART BROTHERS & SPINDLER, Chicago. Electric-welded steel chases. 7-10

Copper and Zinc Prepared for Half-tone and Zinc Etching.

AMERICAN STEEL AND COPPERPLATE COMPANY, THE, 116 Nassau st., New York; 358 Dearborn st., Chicago. Satin-finish plates. 6-10

Counters.

HART, R. A., Battle Creek, Mich. Counters for job-presses, book-stitchers, etc., without springs. Also paper-joggers, "Giant" Gordon press-brakes. Printers' form-trucks. 5-11

Cylinder Presses.

BARNHART BROTHERS & SPINDLER, 183-187 Monroe st., Chicago. Babcock drums, two-revolution and fast new presses. Also rebuilt machines. 7-10

Electrotypers and Stereotypers.

McCAFFERTY, H., 141 E. 25th st., New York. 3-11

Electrotypers' and Stereotypers' Machinery.

HOE, R., & CO., New York and London. Manufacturers of printing, stereotyping and electrotyping machinery. Chicago offices, 143 Dearhorn st. 11-10

MURRAY MACHINERY COMPANY, Kansas City, Mo. All kinds of electrotyping, stereotyping and photoengraving machinery. 3-11

THE OSTRANDER-SEYMOUR CO., General Offices, Trihune hldg., Chicago. Eastern office, 38 Park Row, New York. Send for catalogue. 1-11

WILLIAMS-LLOYD MACHINERY COMPANY, office and salesrooms, 337-339 Dearhorn st., Chicago. Eastern representatives: United Printing Machinery Company, Boston-New York. 2-11

Embossers and Engravers — Copper and Steel.

FREUND, WM., & SONS, est. 1865. Steel and copper plate engravers and printers, steel-die makers and embossers. Write for samples and estimates. 43-59 Randolph st., Chicago. (See advt.) 3-11

Embossing Composition.

STEWART'S EMBOSSING BOARD — Easy to use, hardens like iron; 6 by 9 inches; 3 for 40c, 6 for 60c, 12 for $1, postpaid. THE INLAND PRINTER COMPANY, Chicago.

WESTERN EMBOSSING COMPANY. Every description of hot-die embossing. Post-cards, labels, catalogue covers, leather, cut-letter signs, advertising novelties. Send for estimate. Office and works, 2954 Sheffield av., Chicago, Ill. (See advt.) 5-11

Embossing Dies.

YOUNG, WM. R., 121-123 N. 6th st., Philadelphia, Pa. Printing and embossing dies, brass, steel, zinc; first-class workmanship. 6-10

Engraving Methods.

ANYBODY CAN MAKE CUTS with my simple transferring and etching process; nice cuts from prints, drawings, photos are easily and quickly made by the unskilled on common sheet zinc; price of process, $1; all material costs at any drug store about 75 cents. Circulars and specimens for stamp. THOMAS M. DAY, Box 12, Windfall, Ind. 6-10

Envelope Clasps.

A MOMENT TURNS *ANY* envelope into a Clasp Envelope by using our clasp. CHICAGO ENVELOPE CLASP CO., factory at Niles, Mich.

Gummed Papers.

IDEAL COATED PAPER CO., Brookfield, Mass. Imported and domestic guaranteed noncurling gummed papers. 5-11

JONES, SAMUEL, & CO., 7 Bridewell place, London, E. C., Eng. Our specialty is noncurling gummed paper. Write for samples. 12-10

Ink Manufacturers.

AMERICAN PRINTING INK CO., 2314-2324 W. Kinzie st., Chicago. 3-11

RAY, WILLIAM H., PRINTING INK MFG. CO., 735-7-9 E. 9th st., New York. 9-10

Job Presses.

GOLDING MFG. CO., Franklin, Mass. Golding Jobbers, $200-$600; Embosser, $300-$400; Pearl, $70-$214; Automatic Roll Feed. 8-10

Machinery.

BARNHART BROTHERS & SPINDLER, Chicago. New, rebuilt. 7-10

Mercantile Agency.

THE TYPO MERCANTILE AGENCY, General Offices, 160 Broadway, New York; Western Office, 184 La Salle st., Chicago. The Trade Agency of the Paper, Book, Stationery, Printing and Publishing Trade. 7-10

Motors and Accessories for Printing Machinery.

SPRAGUE ELECTRIC COMPANY, 527 W. 34th st., New York. Electric equipments for printing-presses and allied machines a specialty. 3-11

Paper Cutters.

DEXTER FOLDER CO., Pearl River, N. Y., manufacturers of automatic clamp-cutting machines that are powerful, durable and efficient. 2-11

GOLDING MFG. CO., Franklin, Mass. Lever, $140-$175; Power, $240-$600; Auto-clamp, $450-$600; Pearl, $40-$77; Card, $8-$40. 8-10

OSWEGO MACHINE WORKS, Oswego, New York. The Oswego, Brown & Carver and Ontario.— Cutters exclusively. 4-11

SHNIEDEWEND, PAUL, & CO., Chicago. 7-10

Photoengravers.

BLOMGREN BROTHERS & CO., 76-82 Sherman st., Chicago. Photo, halftone, wood engraving and electrotyping. 11-10

INLAND-WALTON ENGRAVING CO., THE, illustrators, engravers and electrotypers, 3-color process plates. 120-130 Sherman st., Chicago. 12-10

NATIONAL ENGRAVING COMPANY, Sioux Falls, S. D. Designers and engravers. "Cuts that talk." 2-11

THE FRANKLIN COMPANY, 346-350 Dearhorn st., Chicago. Photoengravers, electrotypers and printers. 1-11

Photoengravers' and Printers' Proof Presses.

SHNIEDEWEND, PAUL, & CO., Chicago. 7-10

Photoengravers' Machinery and Supplies.

THE OSTRANDER-SEYMOUR CO., General Offices, Trihune hldg., Chicago. Eastern Office, 38 Park Row, New York. Send for catalogue. 1-11

WILLIAMS-LLOYD MACHINERY COMPANY, headquarters for photoengravers' supplies. Office and salesrooms: 337-339 Dearhorn st., Chicago. Eastern representatives: United Printing Machinery Co., Boston-New York. 2-11

Photoengravers' Screens.

LEVY, MAX, Wayne av. and Berkeley st., Wayne Junction, Philadelphia, Pa. 3-11

Photogravure and Photogelatin Printing.

HENRY & CO., 18 Spruce st., New York. "Let us put you on our mailing list." 10-10

Presses.

GOSS PRINTING PRESS COMPANY, 16th st. and Ashland av., Chicago, manufacturers newspaper perfecting presses and special rotary printing machinery. 1-11

HOE, R., & CO., New York and London. Manufacturers of printing, stereotyping and electrotyping machinery. Chicago office, 143 Dearhorn st. 11-10

THOMSON, JOHN, PRESS COMPANY, 253 Broadway, New York; Fisher hldg., Chicago; factory, Long Island City, N. Y. 10-10

Pressroom Utilities.

PLATEN PRESSWORK plus A TYMPAN GAUGE SQUARE equals accuracy and satisfaction. All dealers. 25 cents. 6-10

Printers' Rollers and Roller Composition.

BINGHAM BROTHERS COMPANY, 406 Pearl st., New York; also 521 Cherry st., Philadelphia. 10-10

BINGHAM'S, SAM'L, SON MFG. CO., 316-318 S. Canal st., Chicago; also 514-518 Clark av., St. Louis; First av. and Ross st., Pittsburg; 706 Baltimore av., Kansas City; 52-54 S. Forsythe st., Atlanta, Ga.; 151-153 Kentucky av., Indianapolis; 675 Elm st., Dallas, Tex.; 135 Michigan st., Milwaukee, Wis.; 919-921 4th st., So., Minneapolis, Minn.; 609-611 Chestnut st., Des Moines, Iowa. 3-11

BUCKIE PRINTERS' ROLLER CO., 396-398 S. Clark st., Chicago; Detroit, Mich.; St. Paul, Minn.; printers' rollers and tahlet composition. 6-10

MILWAUKEE PRINTERS' ROLLER CO., 372 Milwaukee st., Milwaukee, Wis. Printers' rollers and tahlet composition. 1-11

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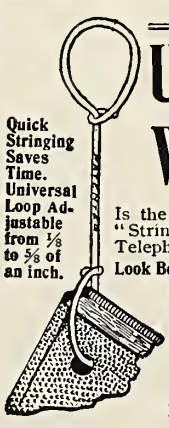
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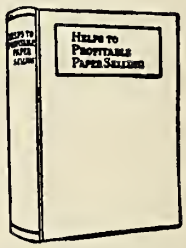
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Remember the work a tag does—the strain on the eyelet, the exposure to sun and rain, the hard rubbing—and the loss and vexation if the tag fails in its mission. Remember also who, to your customer, will appear responsible—just YOU. Then urge the use of a Dennison Standard Tag, and obviate trouble.

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Dennison's "P" Standard Tag is of all-rope tough stock, almost impossible to tear, quite unchanged by wear. You can guarantee safe delivery with a Dennison Standard Tag.

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Every Dennison Standard Tag bears the Dennison patch, attached with special waterproof glue, reinforced with metal. *You* cannot pull it out; neither can an expressman. That's why customers like the Dennison Standard.

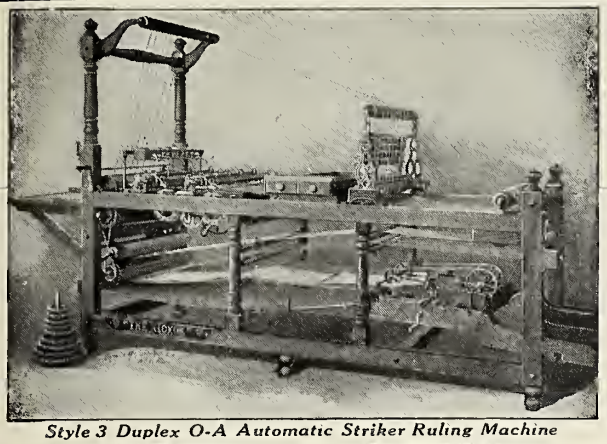
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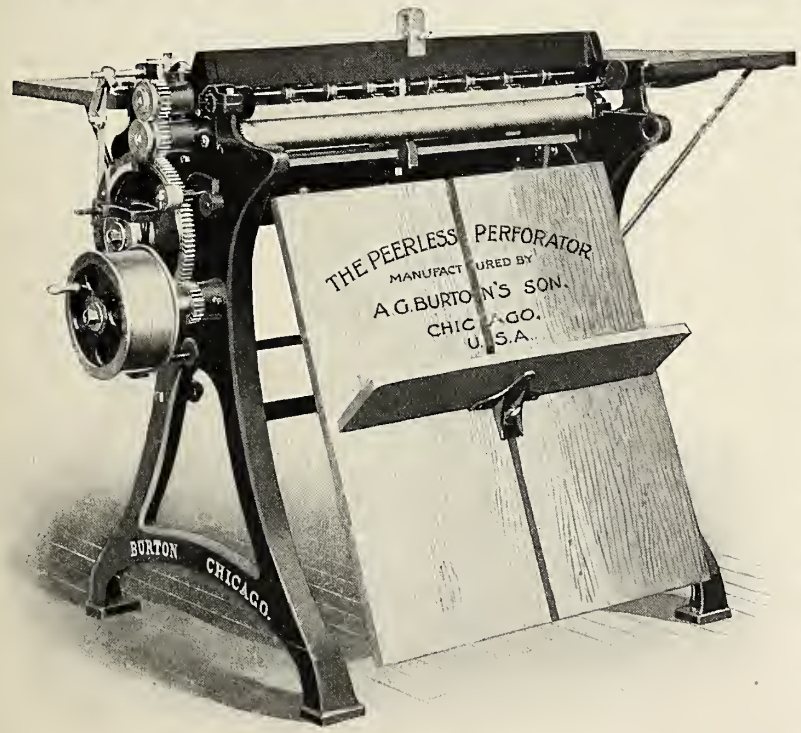
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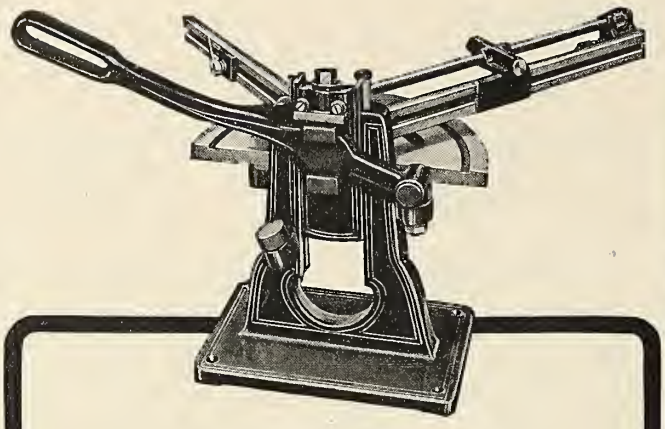
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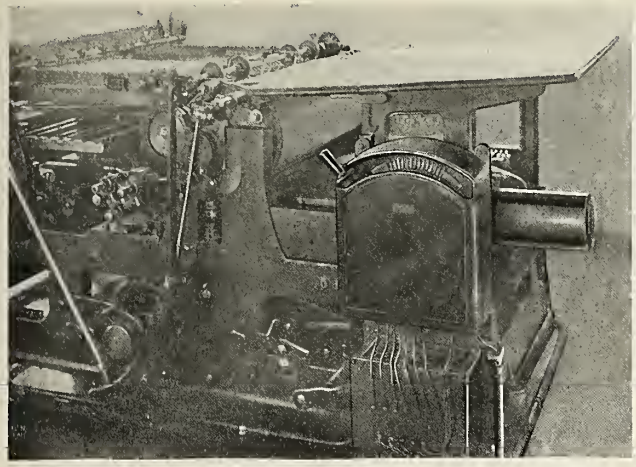
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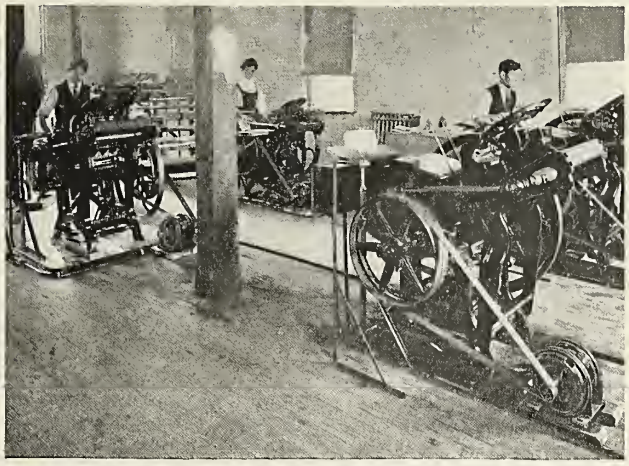
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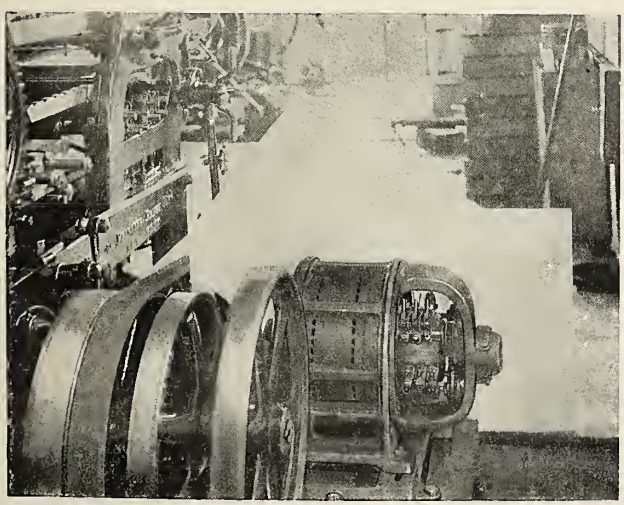
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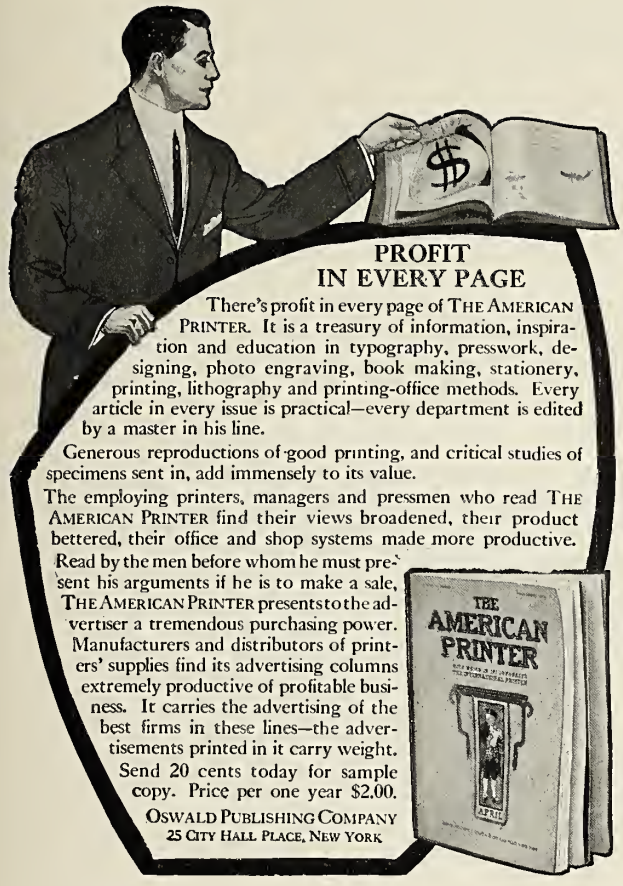
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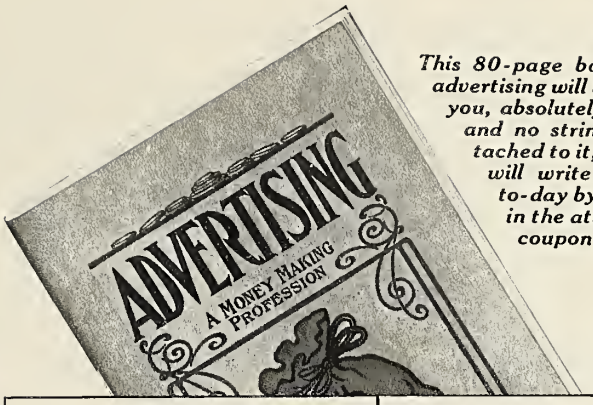
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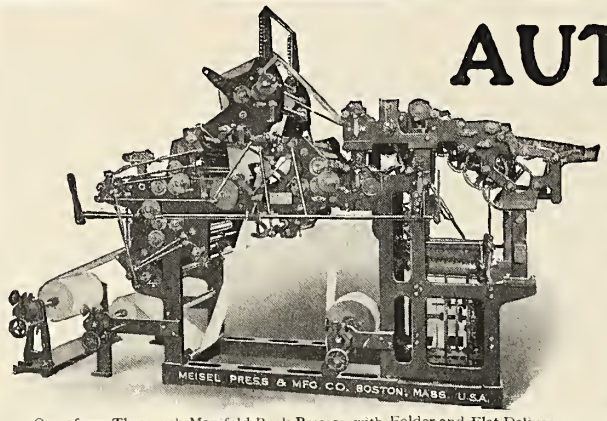
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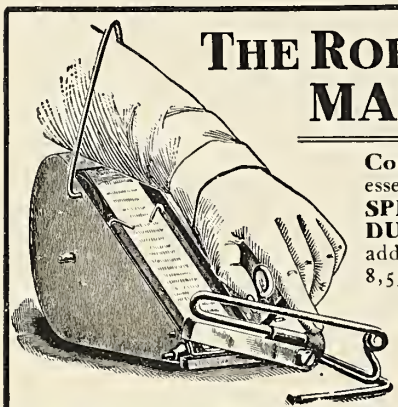
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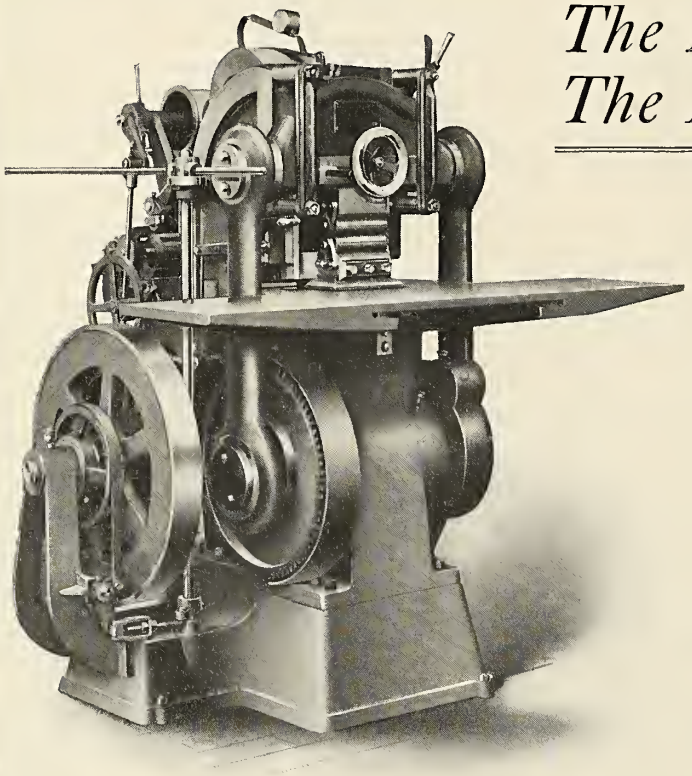
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We manufacture two smaller sizes of press.

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Balance Feature
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Motor Attachment

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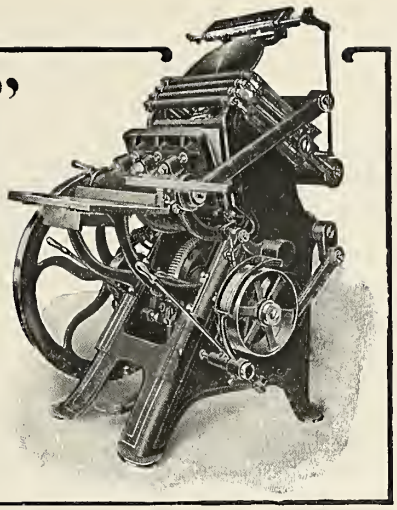
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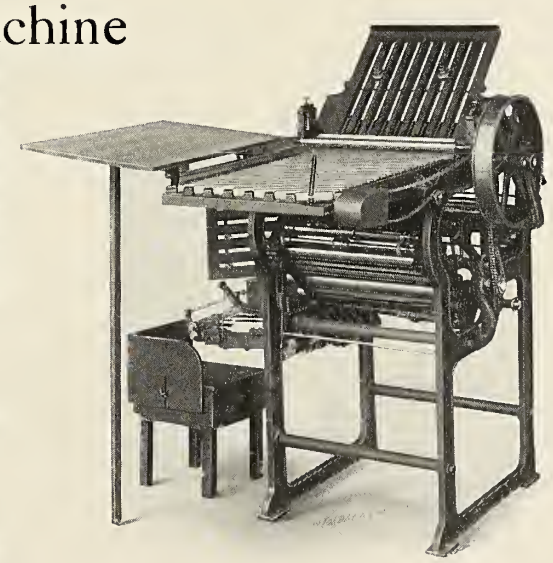
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This is for the Printer "From Missouri"—

When it comes to buying machinery, every Printer wants to be "shown." In folders, he is interested more in what the machine will *do* than what is *claimed* for it. We *know* what our Folder will *do* and every statement made here can be backed up with the *proof*.

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Folds *any* weight and grade of paper from Onion Skin and French Folio to Double Coated Book and heavy Cover Stock. *No* tapes, knives, cams or changeable gears are used in folding. It is *perfect* in register and has a wide range of folds — makes one, two and three parallel folds from 19 x 36 down to 3x4 inches, and regular 4s, 8s and 16s, book folds, from sheets 19 x 25 down to where the last fold is not less than 2½x3 inches. It will fold 50 per cent *faster*, and makes a number of folds that can not be made on any other folder.

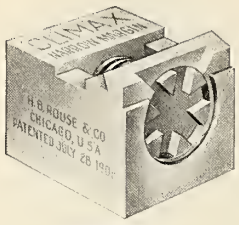


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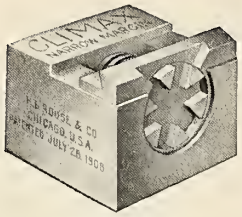
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Write for our new brochure, "A Folder Unfolded" and a complete set of sample folds.

The Cleveland Folding Machine Company Cleveland, Ohio



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Is not made of metal
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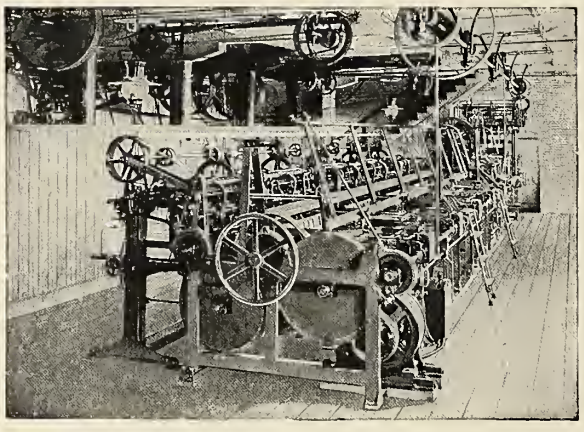
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Westinghouse Motors for Printing Machinery

I mean an increase in efficiency of each machine, economy in the use of power, a cleaner pressroom, and more light due to the absence of belts and shafting.

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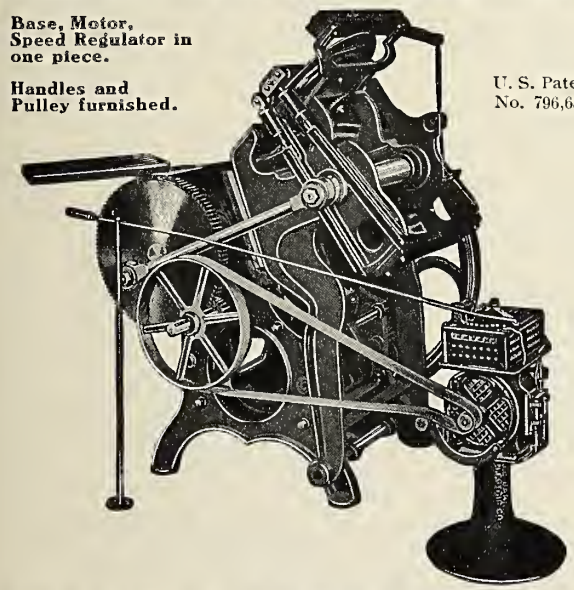
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Base, Motor, Speed Regulator in one piece.

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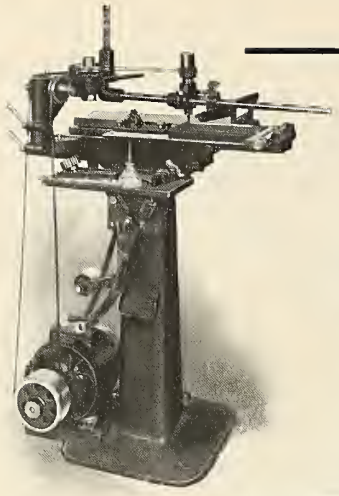
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All in one machine

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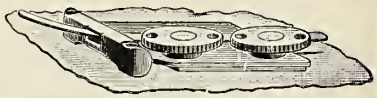
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No figuring—no chance for error. Will show exact proportion of any size photo or drawing—any size plate.

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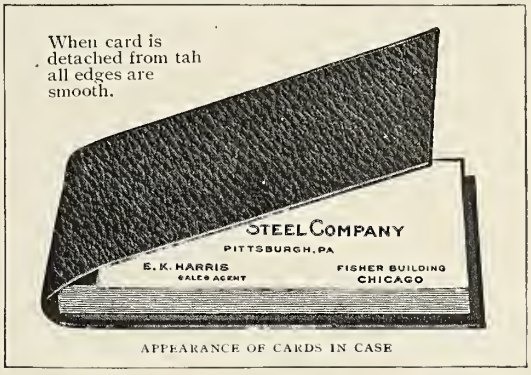
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the only card improvement of the century. There is no other card "just as good," because there is no other card like it. The name tells the whole story, and the name means exactly what it imports. Carried in an elegant seal-leather case in book form, they are detached one by one just as their use demands. The edges are absolutely smooth—they defy detection of detachment—and when handed out are clean, perfectly flat, unmarred and attractive. The best printers supply them to their best customers. Unless you have examined these cards you can not understand nor appreciate their uniqueness and value to you and your customers. Send to-day for a sample, detach them one by one, and then you will show them to your customers. Send to-day.

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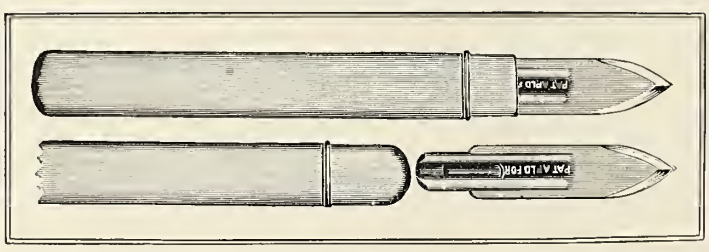
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A handle with a reversible blade-holder. When not in use, blade is slipped into the handle. Can be carried in the vest pocket. Blades finely tempered. When worn down, throw away and insert a new one. Price, postpaid, with one extra blade, only 35 cents; extra blades, postpaid, 5 cents.

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MANUFACTURED BY
THE AUTOPRESS CO
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299 Broadway, NEW YORK

THE AUTOPRESS DOESN'T *COST* MONEY—IT *SAVES*

The AUTOPRESS prints from type forms or flat plates—at a general speed of 5,000 impressions per hour. It will *automatically* feed cardboard up to 140 pounds and paper in sheets generally used in commercial printing, thicker than french folio. The bed is 12½ x 17 inches, taking stock in sizes up to 11 x 17, and covering a form 10½ x 16¼ inches.

If you do not install an Autopress today, you will later on—after your competitor does.
Don't follow—why not lead?
The Autopress may be purchased on terms to suit the convenience of the buyer. No money coming to us unless it accomplishes what we claim for it.

THESE TELL THE TALE

Here are a few of those who have already installed Autopresses. Get their opinions:

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Madison, Wis., Democrat Printing Co.
New Bedford, Mass., W. H. Collins Co.
Minneapolis, Minn., McIntyre & Dahlen
New York City, N. Y., Stettiner Brothers
Topeka, Kas., Hall Lithographing Co.
New York City, N. Y., Germania Ins. Co.
Cincinnati, O., S. Rosenthal & Co.
Youngstown, O., Youngstown Printing Co.
Wheeling, W. Va., West Virginia Printing Co.
Haverhill, Mass., Wade Printing Co.
New Haven, Conn., Geo. D. Bone & Son
Chicago, Ill., Rosenthal Brothers
Newark, N. J. Prudential Insurance Co.
Meadville, Pa., Messenger Printing Co.
L. I. City, N. Y., Martin Berger
Brooklyn, N. Y. Brooklyn Daily Eagle
New York, N. Y., N. Y. Life Insurance Co.
Saint Joseph, Mo., Chapman Printing Co.
Philadelphia, Pa., Frank M. Acton Co.
St. Louis, Mo., The Mangan Press
Montreal, Canada, The Gazette
L. I. City, N. Y., L. I. Star Publishing Company
Troy, N. Y. W. H. Brown
Fort Smith, Ark., Weldon, Williams & Lick
Pittsburg, Pa., C. S. Edman
Newburgh, N. Y. Newburgh Evening News
Troy, N. Y., Troy Times Art Press
Boston, Mass. The Leavitt Press
New York City, N. Y., The Peck Press
Hartford, Conn., R. S. Peck & Co.
Seattle, Wash., Sunset Printing & Calendar Works
Brooklyn, N. Y., Guide Printing & Pub. Co.
New York City, N. Y. Latimer Press
Newark, N. J., Essex Press
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Rochester, N. Y., Franklin Printing Company
Long Island City, N. Y., Am. Drug. Syn.

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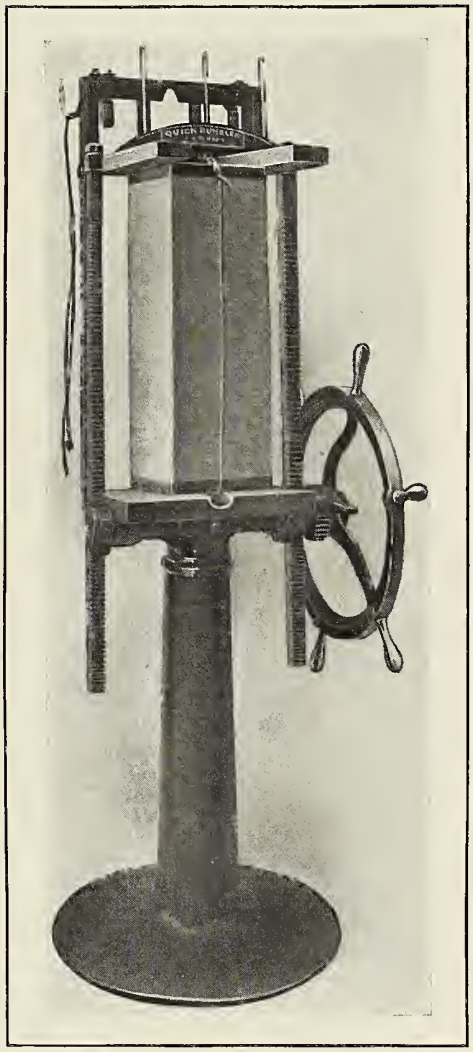
THE QUICK BUNDLER

A TIME AND MONEY SAVER FOR THE USE OF PRINTERS AND BINDERS FOR TYING UP FOLDED SHEETS FOR STORAGE OR PRINTED SHEETS FOR DELIVERY

Among those using it are:

Braunworth & Co., New York (3)
Harper & Brothers, New York (4)
J. J. Little & Co., New York
Methodist Book Concern, New York
North River Bindery, New York
Charles Scribner's Sons, New York (3)
Street & Smith, New York (4)
Trow Directory, Printing & Bookbinding Company, New York (3)
H. Wolff, New York (6)
Outing Publishing Company, Deposit, N. Y. (2)
Elizabeth Publishing Company, Elizabeth, N. J.
The Tuttle Company, Rutland, Vt.
John Lovell & Son, Limited, Montreal, Canada
The Hunter, Rose Co., Limited, Toronto, Canada
T. Eaton & Co., Limited, Toronto, Canada
James Burn Company, Limited, London, England
L'Imprimerie Nationale, Paris, France
Whitcombe & Tombs, Limited, Christchurch, New Zealand

Floor Space, 26½ x 20 inches.
Height, 61 inches. Base, 20 inches.
Platen and bed, 14 x 9 inches.
Distance between bed and platen at highest point, 28 inches.
Weight, 185 pounds.



It requires little space. It can be moved to the work, instead of the old way of carrying the work to the machine.

It is quick in action, as it stands in the most natural position for receiving the *work when taken from the table* and *can be loaded in one lift.*

The cord is placed in clips and held in position for tying before the work is put into the machine. A slight movement of the hand-wheel allows free and rapid movement of the presser-head in either direction.

The bundler has a backward slant so that the work will not fall forward. The pinions for operating the head work in steel racks and are cut in a solid steel shaft to which the hand-wheel is attached, giving powerful leverage.

It has stood the hardest tests, and is fully guaranteed.

Wynkoop, Hallenbeck, Crawford Co.

NEW YORK.

Replying to your inquiry of the 28th regarding Freeman's "Quick Bundler," would say that we have been using this machine for two years and have just purchased another one. We find it economical both in space and operation.

H. C. HALLENBECK, Jr.

International Correspondence Schools

SCRANTON, PA.

In answer to your letter of January 27, inquiring our opinion of Freeman's "Quick Bundler," would state that we think very much of it.

WM. R. BARCLOW.

Tuttle Company

RUTLAND, VT.

We are using the "Quick Bundler"—a moderate-priced machine—answers all requirements—very satisfactory to us.
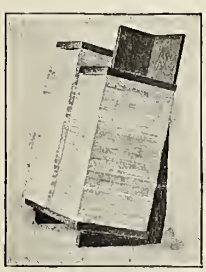
Trow Directory, Printing & Bookbinding Co.

NEW YORK.

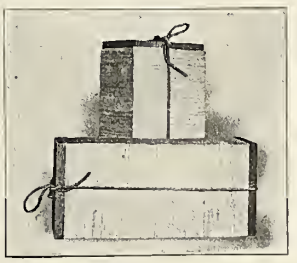
In reply to your letter of the 17th inst., would state that we have two "Quick Bundlers."

They are good upright bundlers and we are very well satisfied with them.

SEND FOR THE CATALOGUE



Suggestions for separating signatures in removing work from folder.



Saves time, spoilage and room. Increases output. Best method of handling work for gathering by machine or hand.

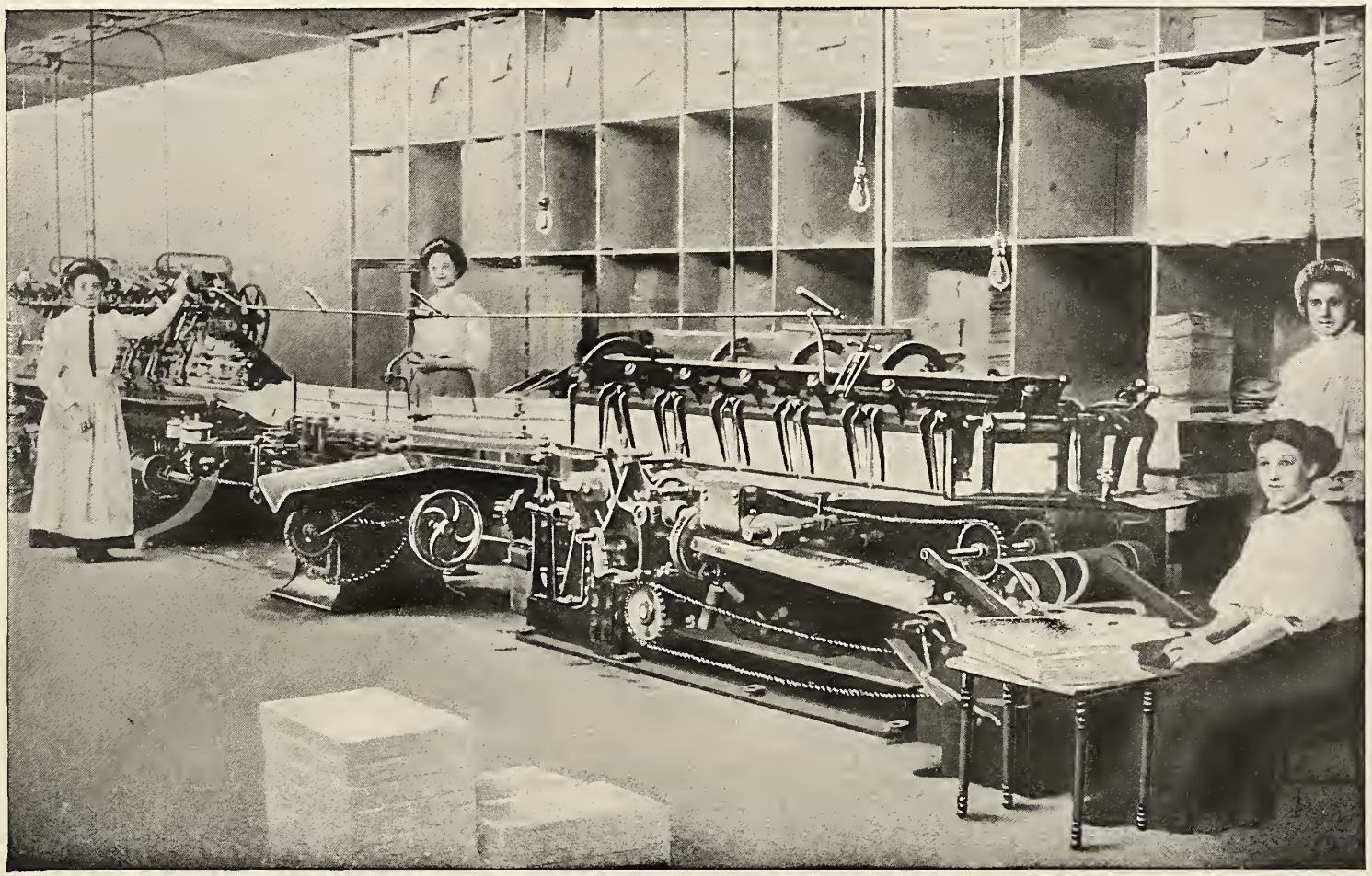
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M. D. KOPPLE, *President*

CHICAGO OFFICE, 315 Dearborn St. NEW YORK OFFICE, 299 Broadway BOSTON OFFICE, 176 Federal St.

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Five operations at one and the same time.
Production on Magazines, Pamphlets, Catalogues, etc.,
3,000 to 3,500 books per hour.



GATHERER - COLLATOR - JOGGER - STITCHER - COVERER

Descriptive circular upon application.

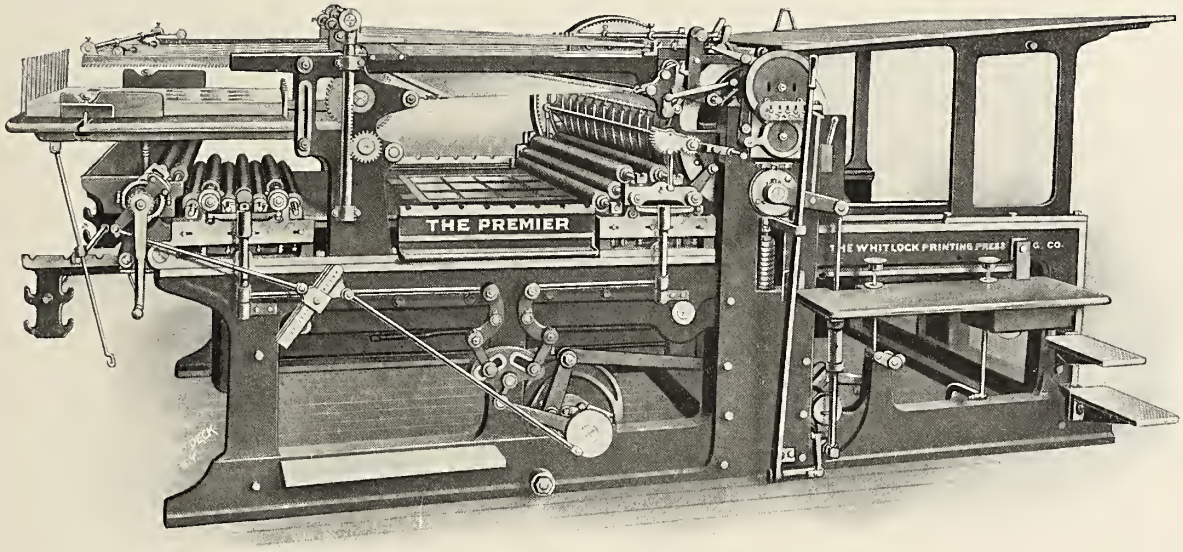
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The six primal factors demanded of the modern printing-press

REGISTER
DISTRIBUTION
IMPRESSION
SPEED
DURABILITY
CONVENIENCE

—are found in all two-revolutions of whatever make, in greater or lesser degree. One press has one, another the other, or several of them; but the *only* press embodying *every one* of these factors —in-drawn, in-built and conserved to the very highest degree of enduring perfection, is



The PREMIER

The New Two-Revolution. The Newest—and the Best.

We Manufacture also { **The Whitlock Pony** — *the Standard Pony Press of the World*, and **The Whitlock High-Speed Two-Revolution Newspaper Press.**

Let us tell you about them!

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over a job of printing if you have one of our

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Put the proposition up to us, if figuring on a big contract. We can show you how it can be done in the most economical as well as the most satisfactory manner. What we have done for hundreds of others we can do for you.

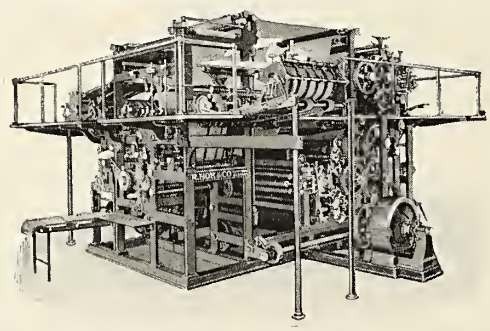
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ROTARY ELECTROTYPE WEB PRESS

WITH

Cover and Insert Feeding and Wire Stapling Devices.

The latest development for producing High-grade Periodicals, free from smut or offset.

The bond paper that helps you *get* business and *hold* business—

CONSTRUCTION

Best at  *the Price*

BOND

There are bond papers better and poorer than Construction Bond, costlier and cheaper. But Construction Bond stands alone as the **only** bond paper that actually **swings business** for you and **helps** you **hold** it.

Every month hundreds of business houses write us, asking "What printer in this town handles Construction Bond?" They ask because they have read the Construction Bond advertisements appearing monthly in publications reaching over 3,000,000 business men throughout the United States.

They ask because they **want** what Construction Bond **alone** can offer, due to its modern, **economical** method of distribution—"Impressive Stationery at a **Usable** Price."

Made in White and Six Colors, Medium, Linen and High-plate Finishes

Would you like to have us refer them to **you?** That is **one** way Construction Bond can **swing business** for you—new business.

And here is how Construction Bond **helps** to **hold** business for those printers who carry it. It can **not** be had of **every** printer.

Construction Bond is sold by us **direct** to **you** (instead of through jobbers) and in case lots of 500 pounds or more at a time (never less). Its sale is thus **automatically restricted** to responsible, **profit maintaining** printers, whose business warrants buying bond paper in case lots.

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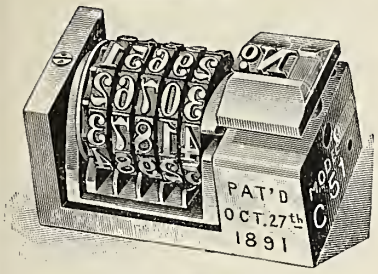
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Model C-51



Style of figures

No. 24365

5 wheels, **$5.00**

Made as Numbering Machines Should Be

No Complicated Parts

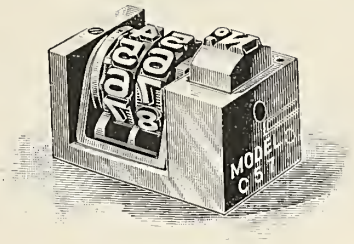
SIMPLE—STRONG
Wearing Parts of Steel.
Engraved Wheels, Direct Action.

WM. A. FORCE & COMPANY, Inc.
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We make and repair any kind and every kind of a numbering device.

In Stock and for Sale by **the Type Founder.**

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I sell Peerless Gluing Machines; various well-known Wire Stitchers, and duplicate parts for Elliott Thread, Thompson, Boston, Brehmer, National and other Wire Stitchers

Attractive Bargains

in secondhand Wire Stitchers. Let me send you list and prices. These prices mean a large saving to you.

CHAS. A. MÜLLER, Machinist
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I repair Case Making, Casing-in, Book Sewing, Gluing and Stitching Machines of all makes.

GRAND TRUNK RAILWAY SYSTEM

The Great International Double-Track Railway

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The East and West via Niagara Falls and Chicago

THE DIRECT ROUTE
LEADING TO

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INCLUDING

Georgian Bay, Muskoka Lakes, Lake of Bays,
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Niagara Falls, Thousand Islands,
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and all the Sea Coast resorts.



A THIRTY-POUND LAKE TROUT, LAKE TEMAGAMI

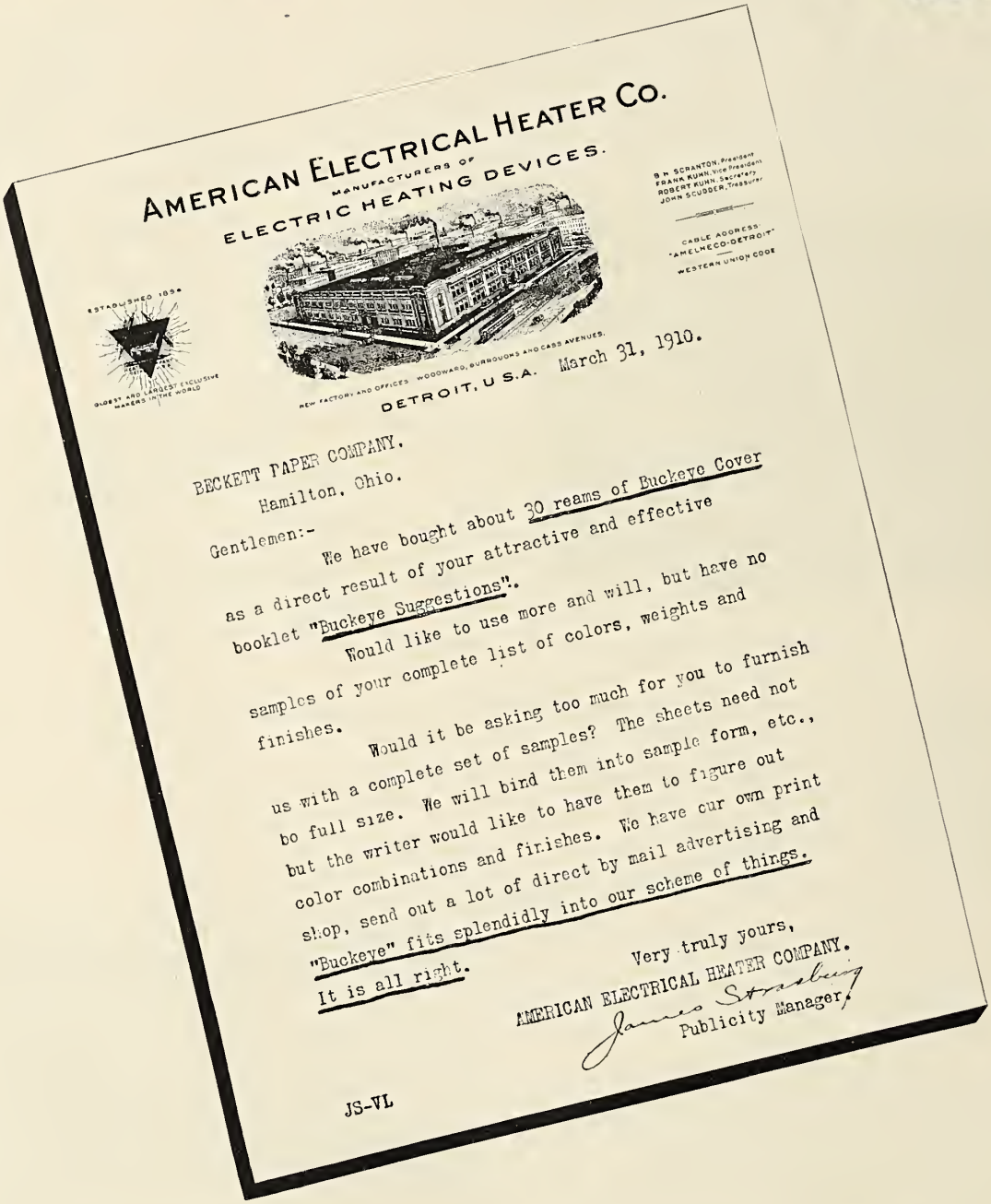
Also to New York, Philadelphia and the Jersey Coast resorts
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Before deciding where to spend next summer's vacation, write for free literature and particulars

W. S. COOKSON, Assistant General Passenger Agent
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An Unsolicited Endorsement





AMERICAN ELECTRICAL HEATER CO.

MANUFACTURERS OF
ELECTRIC HEATING DEVICES.

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FRANK KUHN, Vice President
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JOHN SCUDDER, Treasurer

CABLE ADDRESS
"AMELHECO-DETROIT"
WESTERN UNION CODE

ESTABLISHED 1899.
LARGEST EXCLUSIVE MAKERS IN THE WORLD

NEW FACTORY AND OFFICES WOODWARD, BURROUGHS AND CASS AVENUES.

DETROIT, U.S.A. March 31, 1910.

BECKETT PAPER COMPANY,
Hamilton, Ohio.

Gentlemen:-

We have bought about 30 reams of Buckeye Cover as a direct result of your attractive and effective booklet "Buckeye Suggestions".

Would like to use more and will, but have no samples of your complete list of colors, weights and finishes.

Would it be asking too much for you to furnish us with a complete set of samples? The sheets need not be full size. We will bind them into sample form, etc., but the writer would like to have them to figure out color combinations and finishes. We have our own print shop, send out a lot of direct by mail advertising and "Buckeye" fits splendidly into our scheme of things. It is all right.

Very truly yours,
AMERICAN ELECTRICAL HEATER COMPANY.
James Strasburg
Publicity Manager.

JS-VL

For List of Jobbers who sell Buckeye Cover, and for further information in regard to the advertising campaign that is making it a big profit-earner for the printer, see our double-page advertisement in last month's INLAND PRINTER, or write direct to

THE BECKETT PAPER COMPANY

MAKERS OF GOOD PAPER IN HAMILTON, OHIO, SINCE 1848

AMSTUTZ' HAND-BOOK OF PHOTOENGRAVING

Being an enlargement of and revision of JENKINS' MANUAL OF PHOTOENGRAVING

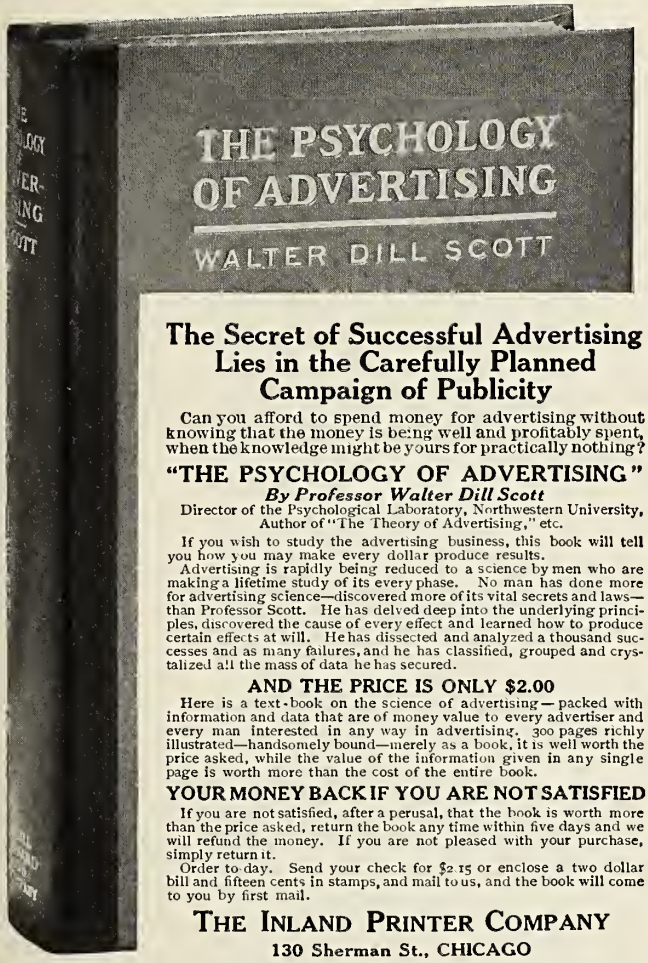
By N. S. AMSTUTZ

With supplementary chapters on the Theory and Practice of Half-tone Colorwork by FREDERICK E. IVES and STEPHEN H. HORGAN

This is the most comprehensive and practical work on this subject ever published, and has received the endorsement of leading men in the craft

Price, $3.00 prepaid

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The Secret of Successful Advertising Lies in the Carefully Planned Campaign of Publicity

Can you afford to spend money for advertising without knowing that the money is being well and profitably spent, when the knowledge might be yours for practically nothing?

"THE PSYCHOLOGY OF ADVERTISING"

By Professor Walter Dill Scott

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If you wish to study the advertising business, this book will tell you how you may make every dollar produce results.

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AND THE PRICE IS ONLY $2.00

Here is a text-book on the science of advertising—packed with information and data that are of money value to every advertiser and every man interested in any way in advertising. 300 pages richly illustrated—handsomely bound—merely as a book, it is well worth the price asked, while the value of the information given in any single page is worth more than the cost of the entire book.

YOUR MONEY BACK IF YOU ARE NOT SATISFIED

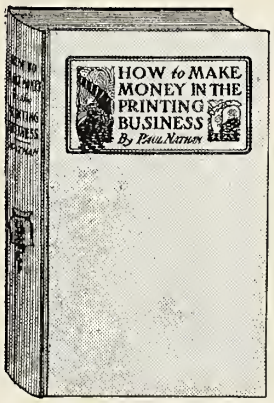
If you are not satisfied, after a perusal, that the book is worth more than the price asked, return the book any time within five days and we will refund the money. If you are not pleased with your purchase, simply return it.

Order to-day. Send your check for $2.15 or enclose a two dollar bill and fifteen cents in stamps, and mail to us, and the book will come to you by first mail.

THE INLAND PRINTER COMPANY
130 Sherman St., CHICAGO

How to Make Money in the Printing Business

BY PAUL NATHAN



GIVE value and "charge the price" might be an answer to this question; but there is a very complete and comprehensive answer in Paul Nathan's book of 288 pages, bearing this title, and every progressive printer should own the volume. The book gives full details and information on the highest authority—Experience. It tells how a man made money out of Printing—a thing we all are anxious to do. You need this book; send the order now. Here is a glimpse into the table of its contents:

Starting an Office, What Class of Customers to Seek, How to Develop Business, Writing Advertising Matter, Taking Orders, Advertising, How to Talk to Customers, The Cost of Producing Printing, Estimating, Acquiring Money, Price Cutting, Competitors, Profit and How It Should Be Figured, Buying, Doing Good Printing, The Composing Room, The Press Room, The Business Office, Bookkeeping, Management of Employees, The Employee's Opportunity, Danger in Ventures, Systematic Saving.

Second Edition. 288 pages, cloth; gilt stamped. Size, 9" x 5¾". Price, postpaid, $3.00. Send remittance with order.

Inland Printer Co., 120-130 Sherman St., Chicago

The HUMAN FIGURE



By J. H. VANDERPOEL

The HUMAN FIGURE

Drawing and Construction by John H. Vanderpoel

Mr. John H. Vanderpoel has been for nearly thirty years one of the most distinguished teachers of drawing in America; himself a consummate draftsman, he has instructed thousands of men and women, so that the list of famous American artists contains a large percentage of those who have been his pupils. His specialty is the drawing and construction of the human figure, and in this he stands high among the world's masters. His knowledge of the nude, and the clear, systematic manner in which he gives it expression, is unsurpassed in modern art instruction.

Mr. Vanderpoel's new book is a full and concise exposition of his system. The text is a thorough analysis of the human figure from the artist's standpoint, feature by feature and as a whole. It is illustrated with 54 full-page plates—all of them masterly drawings of the greatest value to the student—and 330 marginal sketches, none of which have ever been published, showing parts of the body in various positions and actions. Altogether it is the most complete illustrated work on the subject now extant. To the student and the working artist, as well as to the general public which may use such a book for reference, the publication of Mr. Vanderpoel's life-work is of the utmost importance.

Mechanically the book is a beautiful one, finely printed on heavy paper, solidly bound in an artistic manner, and designed to be as convenient for reference as possible. ***Price, $2.00 Net.***

THE INLAND PRINTER COMPANY

120-130 Sherman Street, CHICAGO — 1729 Tribune Building, NEW YORK



OPENS WITH THE FOOT

The Justrite Oily Waste Can

For Printers, Engineers and Machine Shops

EXAMINED and TESTED by the NATIONAL BOARD OF FIRE UNDERWRITERS, and Listed by their Consulting Engineers.

ADVANTAGES *of the* JUSTRITE

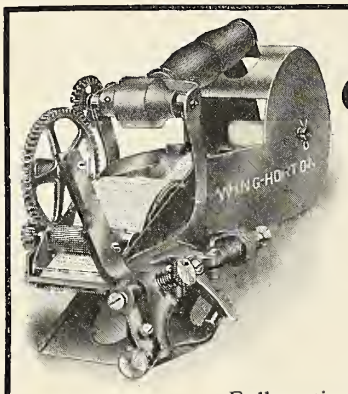
The Patented Foot Lever opening device is so convenient that it obviates all desire to *block the cover open*, thereby greatly increasing the efficiency of the JUSTRITE can over all others. This feature appeals to all users of oily waste or refuse cans.

FOR SALE by leading printers' supply houses and hardware dealers, or write us direct for circulars and prices.



Patented.

THE JUSTRITE COMPANY
218 Lake Street CHICAGO, U. S. A.



"They Are Going Some"

Eight hundred and sixty-nine ***Wing-Horton Mailers*** were sold in 1909. They were all sold subject to approval, and not a Mailer was returned. If you are not using a ***Wing-Horton Mailer,*** perhaps your Mailing Department is not working to its best possible economy.

Full particulars supplied on request.

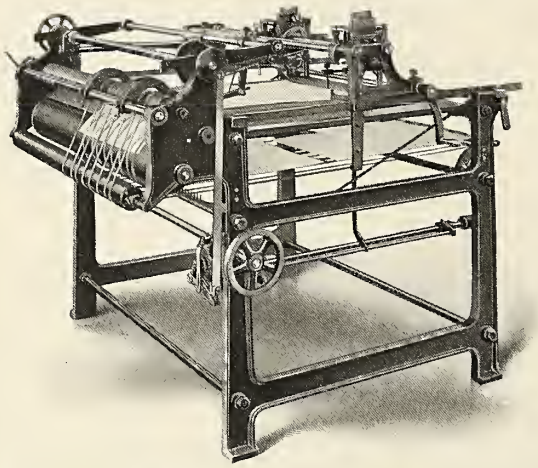
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ALWAYS

Waltones

THE INLAND-WALTON ENGRAVING CO.
120-130 SHERMAN STREET
CHICAGO

THIS IS IT



A PERFECT FEEDING MACHINE

Designed for short runs on job ruling machines

It will feed any grade of paper, from copying manila to ledger, either smooth or rough finish, without change of adjustment, and will feed down to the last sheet on the board.

Only one minute required to change for different sized sheets. Write for prices.

Chicago Representative
C. H. COLLINS
354 Dearborn Street

Funk Machine Co.
23 City Hall Place
New York

Inks that are used in every country where printing is done.

Kast & Ehinger
Germany

Manufacturing Agents for the United States, Canada, Cuba, Mexico

Charles Hellmuth

Printing and Lithographic

INKS

DRY COLORS, VARNISHES

SPECIAL OFF-SET INKS

The World's Standard Three and Four Color Process Inks

Gold Ink worthy of the name

Originators of Solvine

Bi-Tones that work clean to the last sheet

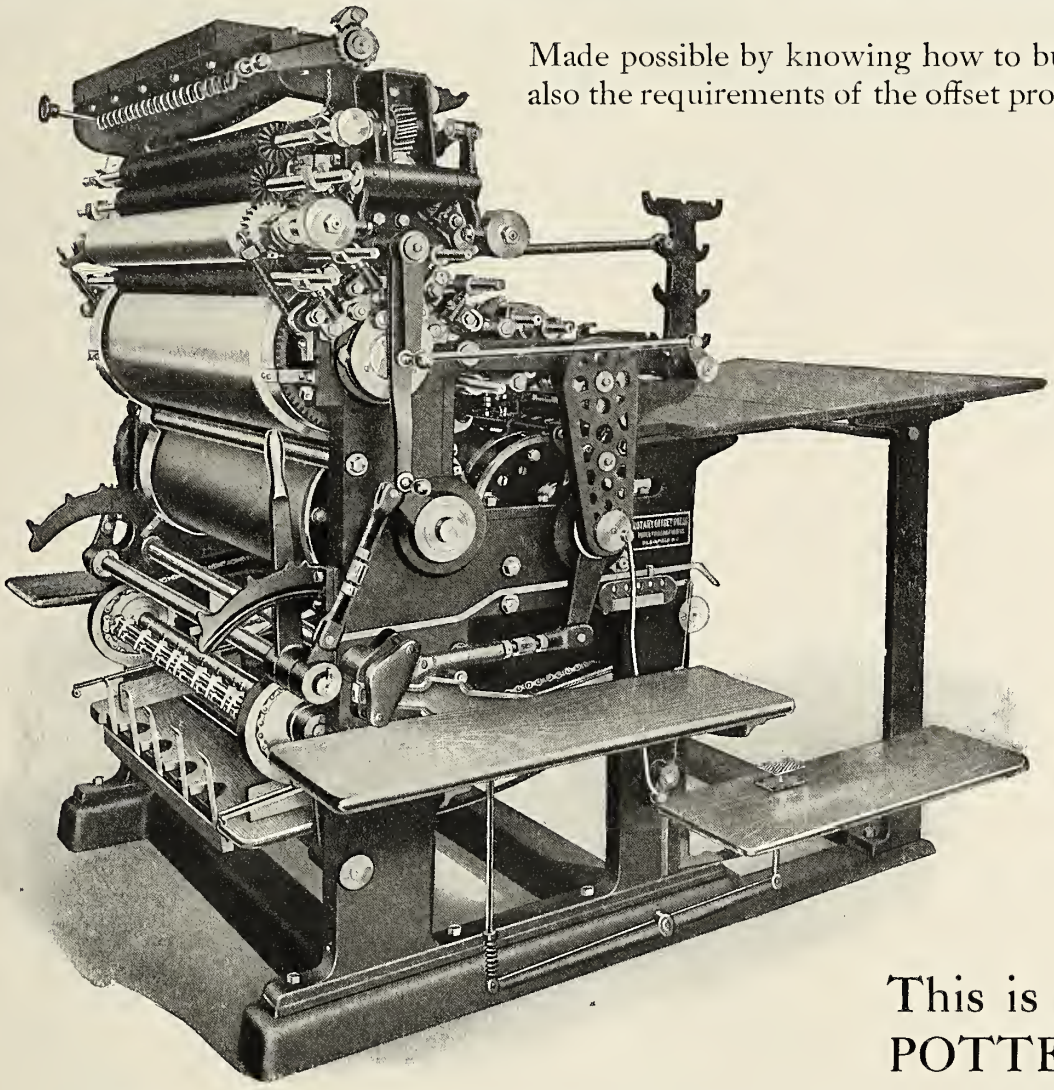
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THE NAME POTTER MEANS PRINTING MACHINERY PERFECTION

The OFFSET PRESS with a Reputation

Made possible by knowing how to build; also the requirements of the offset process.



This is the POTTER!

POTTER PRINTING PRESS COMPANY

PLAINFIELD, NEW JERSEY

D. H. CHAMPLIN
160 Adams Street, Chicago

SALES AGENTS

BRINTNALL & BICKFORD
568 Howard Street, San Francisco



Your Shop Leakage

It Would Pay for a Miller Saw-Trimmer Over *and* Over Again

THAT'S not simply a clever advertising idea — it is a cold, hard, every-day fact — a fact that you want to sieze hold of and build into your consciousness. Think this at closing every night — "My shop has wasted enough today to pay interest and a big slice of the principal required for the purchase of a Miller Saw-Trimmer." Don't delude yourself. Patchwork justification is responsible for loss all over the shop — daily, hourly loss that would buy you a Miller in short order. Call on us for the figures that prove it, if you have a doubt.

The Miller is the only machine which saws-and-trims at a single operation, or that reduces its product precisely to American "point" dimensions.

Patented, April 9th, 1901, and May 18th, 1909. Other patents pending.

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IN THE hands of any compositor the Miller Saw-Trimmer saws-and-trims at one operation, reducing cuts, slugs, stereos, rule and all other printing materials to exact **point measure in every dimension.**

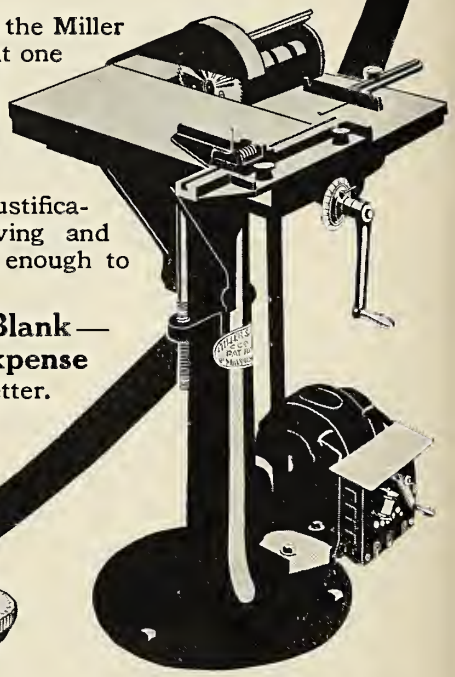
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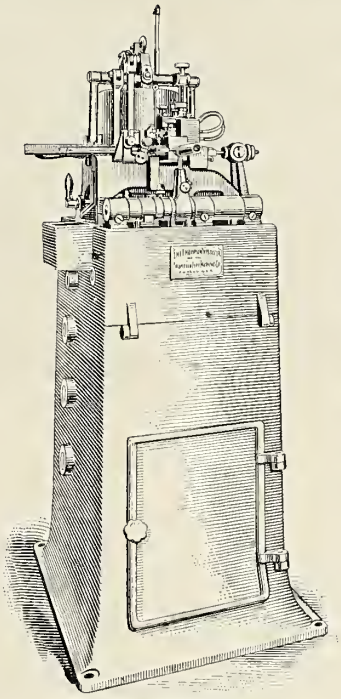




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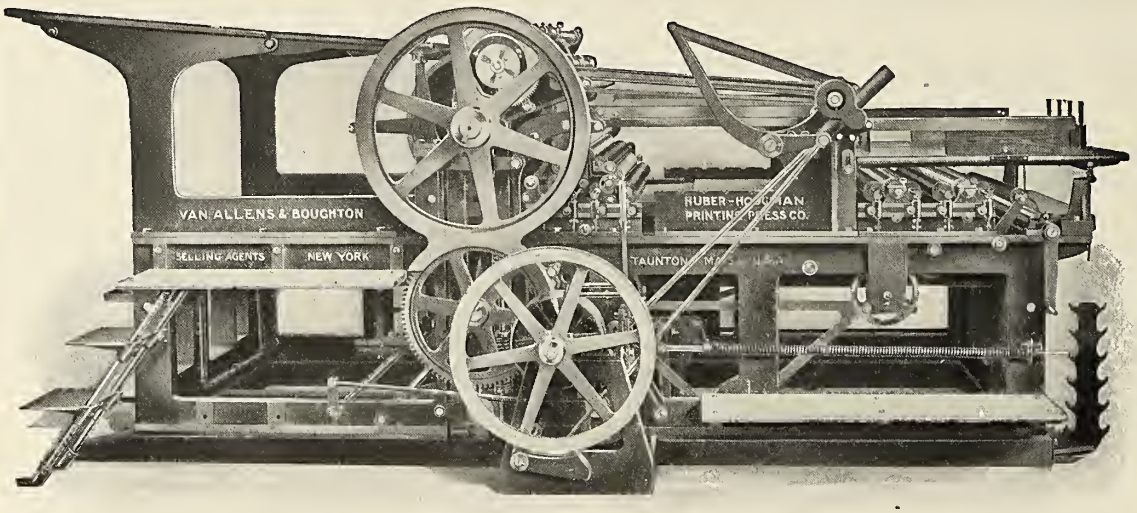
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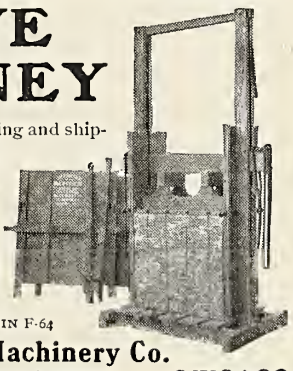
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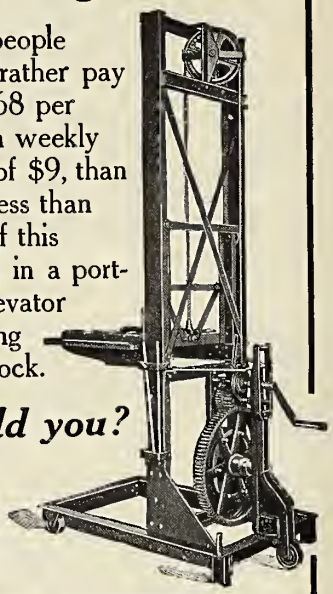
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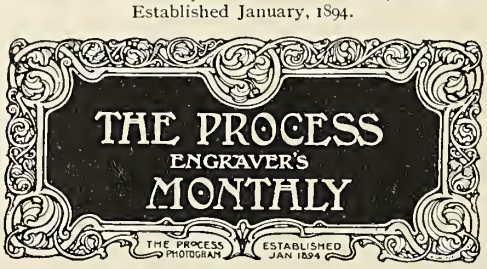
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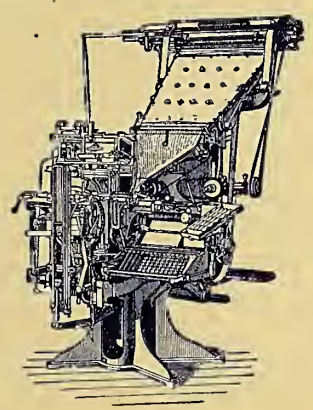


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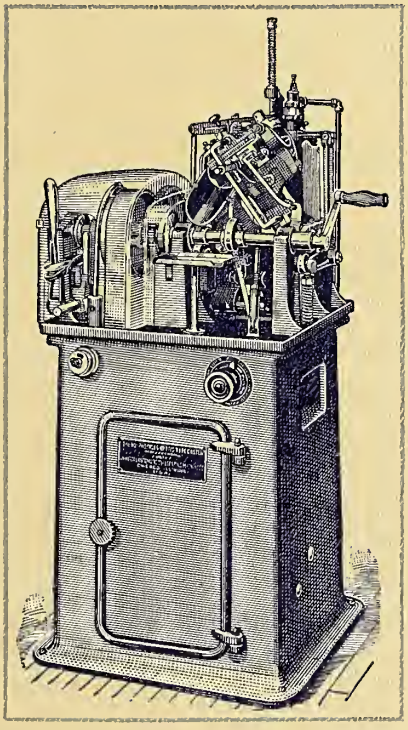
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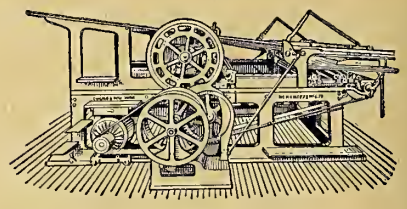
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Langer & Williams.....New York city, N. Y. 2
Previously purchased three Miehles.
Cahill-Igoe Co. .....Chicago, Ill. 1
International Harvester Co.....Chicago. Ill. 1
Previously purchased eight Miehles.
J. Thomas & Co.....Chicago, Ill. 1
Previously purchased thirteen Miehles.
M. A. Donohue & Co.....Chicago, Ill. 2
Previously purchased four Miehles.
The Lewis Pub. Co.....St. Louis, Mo..... 1
Previously purchased six Miehles.
Wm. F. Bazner.....Chicago, Ill. 1
Lecoq, Mathorel & Bernard.....Paris, France 2
Previously purchased five Miehles.
The Carswell Co.....Toronto, Ont. 1
International Text Book Co.....Scranton, Pa. 2
Previously purchased twenty Miehles.
Robert Gair Co.....Brooklyn, N. Y..... 1
Previously purchased four Miehles.
Speaker-Hines Ptg. Co.....Detroit, Mich. 1
Previously purchased two Miehles.
Kieckhefer Box Co.....Milwaukee, Wis. 2
C. R. Moore Co.....Pittsburg, Pa. 1
Previously purchased one Miehle.
Chas. S. Rogers.....Mt. Pleasant, Iowa.. 1
Knickerbocker Press .....New Rochelle, N. Y. 1
Previously purchased four Miehles.
Sullivan-Blakely Ptg. Co.....Chicago, Ill. 1
Previously purchased one Miehle.
The Thomas Mfg. Co.....Dayton, Ohio 1
Springfield Ptg. & Bdg. Co.....Springfield, Mass. ... 1
Previously purchased five Miehles.
International Ptg. Co.....Philadelphia, Pa. 1
Previously purchased one Miehle.
Blagg Paper Box & Ptg. Co.....Huntington, W. Va.. 1
McKibben & Kundert.....Portland, Ore. 1

Augsburg Publishing House.....Minneapolis, Minn... 1
Previously purchased three Miehles.
Rand, McNally & Co.....Chicago, Ill. 1
Previously purchased for this and other branches twenty-six Miehles.
Lawton Publishing Co.....Lawton, Okla. 1
W. R. Bean & Co.....Atlanta, Ga. 1
Previously purchased one Miehle.
Montag Bros. .....Atlanta, Ga. 1
Northwestern Nat. Life Ins. Co...Minneapolis, Minn... 1
L'Echo du Nord.....Lille, France 1
The Plimpton Press.....Norwood, Mass. 1
Previously purchased seven Miehles.
Sol. Feigin .....New York city, N. Y. 1
Cox Printing Co.....New York city, N. Y. 1
Daily Courier .....Charleston, Ill. 1
Curtis Advertising Co.....Detroit, Mich. 1
Previously purchased three Miehles.
American-Scandinavian Pub. Co...Spokane, Wash. 1
The Crowell Pub. Co.....Springfield, Ohio.... 2
Eggerss-O'Flyng Co. ....Omaha, Neb. 1
Previously purchased two Miehles.
The Lebeck-Rueter Co.....Cleveland, Ohio..... 1
Kinkead-Gillespie Co. .....Chicago, Ill. 1
Wm. F. Fell Co.....Philadelphia, Pa..... 1
Previously purchased eight Miehles.
Schuil Printing Co.....Grand Rapids, Mich. 1
D: F. Keller & Co.....Chicago, Ill. 1
Previously purchased six Miehles.
U. S. Indian School.....Phœnix, Ariz. 1
Oxford Print .....Boston, Mass. 1
Previously purchased three Miehles.
Hawaiian Gazette Co.....Honolulu, H. T..... 2
Previously purchased one Miehle.
Truth Publishing Co.....Elkhart, Ind. 1
Previously purchased one Miehle.
L'Evenement .....Quebec City, Que.... 1
Daily Telegraph .....Quebec City, Que.... 1
Previously purchased three Miehles.
Mensing, Muchmore & Emme Co..Seattle, Wash. 1
Maryland Color Printing Co.....Baltimore, Md. 1
Previously purchased eighteen Miehles.

Shipments for April, 1910, **62** Miehle Presses

For Prices, Terms and Other Particulars, address

The Miehle Printing Press & Mfg. Co.

Factory, COR. FOURTEENTH AND ROBEY STREETS
(South Side Office, 274 Dearborn Street)

CHICAGO, ILL., U. S. A.

New York Office, 38 Park Row. Philadelphia Office, Commonwealth Bldg. Boston Office, 164 Federal Street.
6 Grunewaldstrasse, Steglitz-Berlin, Germany. 179 Rue de Paris, Charenton, Paris.

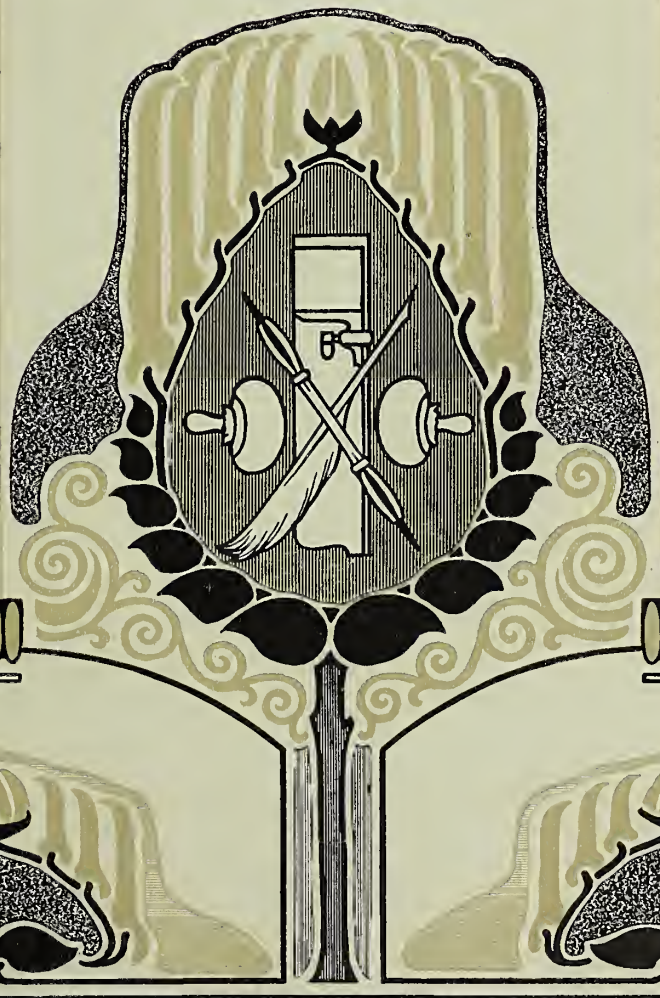
PRICE, 30 CENTS.

$3.00 A YEAR
IN UNITED STATES.

J·U·LY
1910

VOLUME·XLV
NUMBER·4

The Inland Printer



Smithsonian Institution
JUL 30 1910
National Museum.

PRINTED IN TWO COLORS.

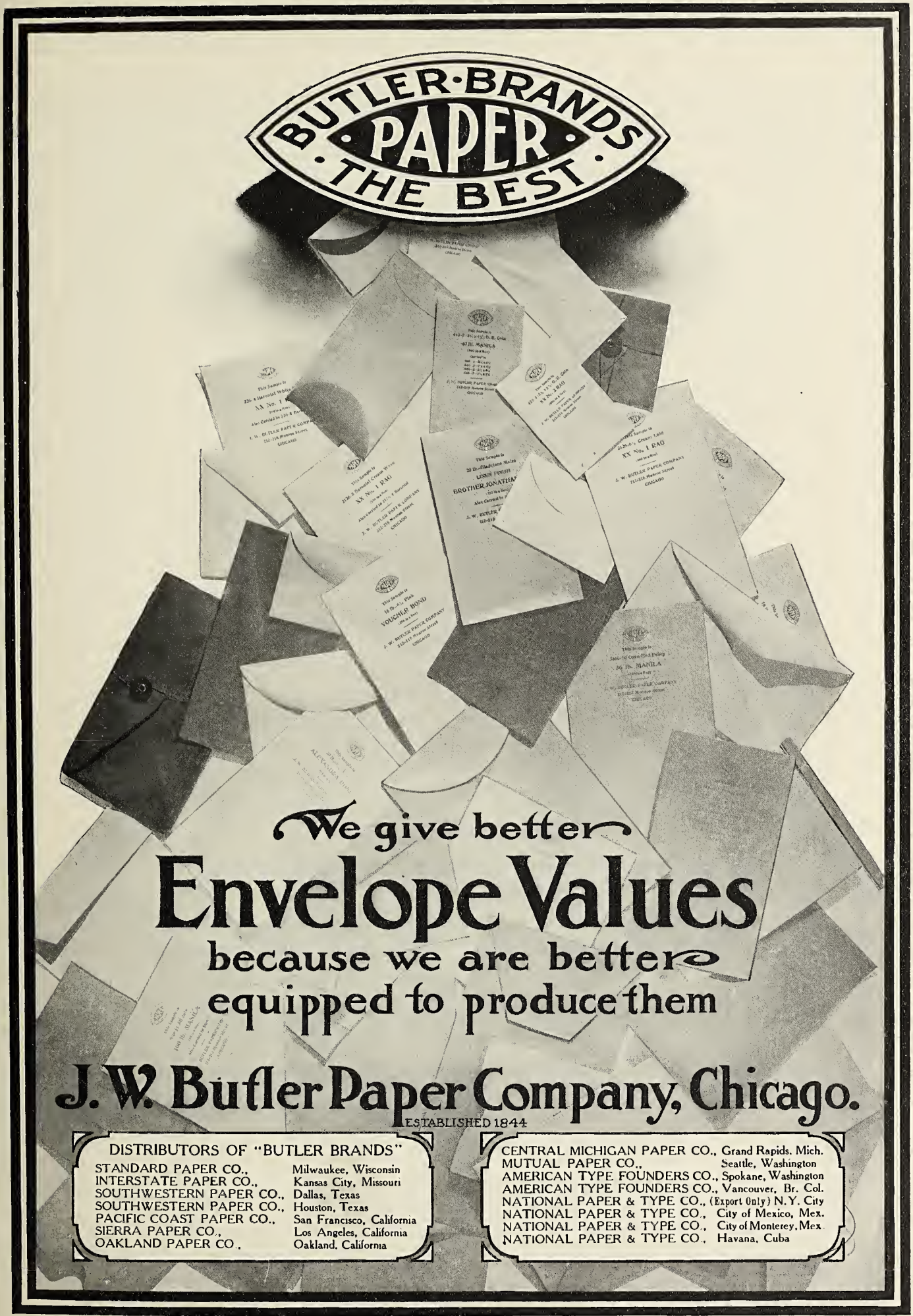
Achilles was invulnerable
Except in a seemingly
Unimportant spot
And yet ******

Now can you, Mr. Printer,
Afford to lose the advantage
Of your expensive facilities
And earnest endeavor
To do the best work
By neglecting that
Little item of great importance—
Printing Ink?

Buy the right ink right.
Ullman's Ink—of course.

Sigmund Ullman Co.

NEW YORK
CHICAGO
PHILADELPHIA
CINCINNATI



We give better

Envelope Values

because we are better equipped to produce them

J. W. Butler Paper Company, Chicago.

ESTABLISHED 1844

DISTRIBUTORS OF "BUTLER BRANDS"

STANDARD PAPER CO.,	Milwaukee, Wisconsin
INTERSTATE PAPER CO.,	Kansas City, Missouri
SOUTHWESTERN PAPER CO.,	Dallas, Texas
SOUTHWESTERN PAPER CO.,	Houston, Texas
PACIFIC COAST PAPER CO.,	San Francisco, California
SIERRA PAPER CO.,	Los Angeles, California
OAKLAND PAPER CO.,	Oakland, California

CENTRAL MICHIGAN PAPER CO.,	Grand Rapids, Mich.
MUTUAL PAPER CO.,	Seattle, Washington
AMERICAN TYPE FOUNDERS CO.,	Spokane, Washington
AMERICAN TYPE FOUNDERS CO.,	Vancouver, Br. Col.
NATIONAL PAPER & TYPE CO.,	(Export Only) N.Y. City
NATIONAL PAPER & TYPE CO.,	City of Mexico, Mex.
NATIONAL PAPER & TYPE CO.,	City of Monterey, Mex.
NATIONAL PAPER & TYPE CO.,	Havana, Cuba

The Strongest Tag on the Market

Dennison's "P" STANDARD

Friction-proof
Weather-proof
Tear-proof

WHEN YOU TALK TAGS

Remember the work a tag does — the strain on the eyelet, the exposure to sun and rain, the hard rubbing — and the loss and vexation if the tag fails in its mission. Remember also who, to your customer, will appear responsible — just YOU. Then urge the use of a Dennison Standard Tag, and obviate trouble.

TEST THE STRENGTH

Dennison's "P" Standard Tag is of all-rope tough stock, almost impossible to tear, quite unchanged by wear. You can guarantee safe delivery with a Dennison Standard Tag.

EXAMINE THE EYELET

Every Dennison Standard Tag bears the Dennison patch, attached with special waterproof glue, reinforced with metal. *You* cannot pull it out; neither can an expressman. That's why customers like the Dennison Standard.

TRY THE SURFACE

No blurred or indistinct address can be written or printed on the fine white surface of Dennison's Standard. It takes a clean-cut, neat impression, the fitting finish for a perfect tag.

Dennison Manufacturing Co.

THE TAG MAKERS

BOSTON	NEW YORK	PHILADELPHIA	CHICAGO	ST. LOUIS
26 Franklin St.	15 John St. and 15 West 27th St.	1007 Chestnut St.	25 Randolph St.	413 N. 4th St.

BROTHER JONATHAN BOND

BUTLER·BRANDS
PAPER
·THE BEST·

IT'S THE QUALITY that good business men seek. It's the quality that they instantly recognize and appreciate.

¶ We put our supreme effort in making

"Famed For Its Excellence"

(WATERMARKED)
BROTHER JONATHAN BOND

the best paper in ***every respect*** for distinctive, high-class commercial stationery, and our success is making it an easy matter for the Printer and Stationer to sell better stationery where the necessity for it was not understood before or the price was prohibitive.

¶ If you are not using BROTHER JONATHAN BOND we will be grateful for a letter from you asking for samples for examination and comparison.

Address DIVISION 1



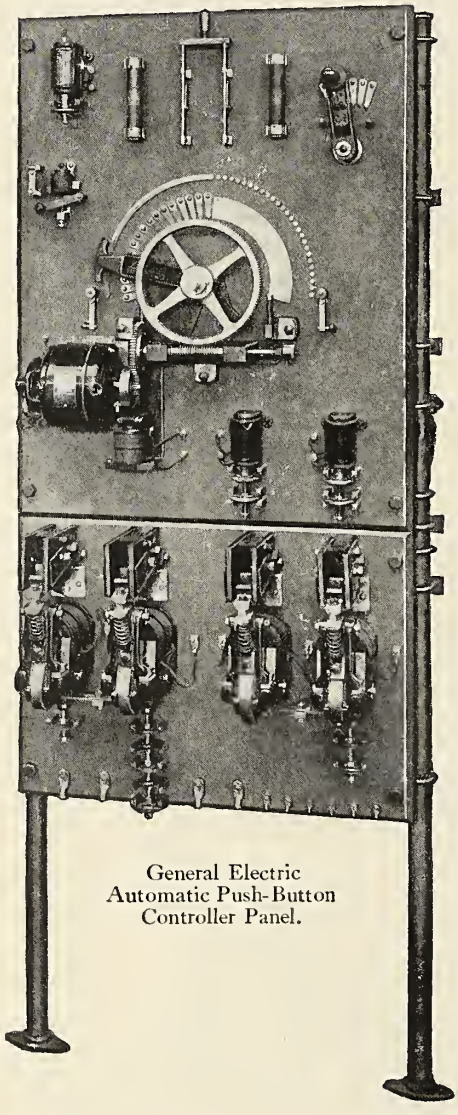
J.W. BUTLER PAPER CO.
CHICAGO
ILL.

ESTABLISHED 1844

A great saving of time, labor and paper can be made by using a

General Electric Motor Drive with Automatic Push-Button Control

You need only press a button to control your Web Printing Press from any point you wish.



General Electric
Automatic Push-Button
Controller Panel.

SAVES TIME

The push-button stations may be located so that one will be conveniently near every point where there will ever be occasion for a pressman to do the work about the press. This ensures handling the press rapidly and easily, and eliminates the loss of time consumed in going to and from the controller when there is only one point of control.

SAVES PAPER

Absence of oil and dirt incidental to the other types of drive eliminates loss from this cause.

Practically the whole roll of paper can be used, since the speed can be reduced as the roll grows smaller in size.

The press can be stopped very quickly, minimizing the amount of paper wasted when it is necessary to stop.

ECONOMIZES SPACE

The motor may be installed in a pit underneath the floor, where it will take up no additional space. The controlling apparatus may be installed where it will not occupy valuable space, as no part but the push-button stations need be near the operator.

Admits of Wide Speed Control

Continuous slow speed for "threading in," "making ready," etc. Uniform but rapid acceleration to maximum speed, ensuring that the paper will not be torn when the speed is varied, but that the change in speed will be made in the shortest possible time.

Protects Employee While Making Adjustments

The pressman can protect himself when it is necessary for him to make adjustments by pressing the "safe" button. When this has been done, the press can not be started until the "run" button at this station is pushed. This also prevents starting the press before everything is ready.

General Electric Company

Largest Electrical Manufacturer in the World

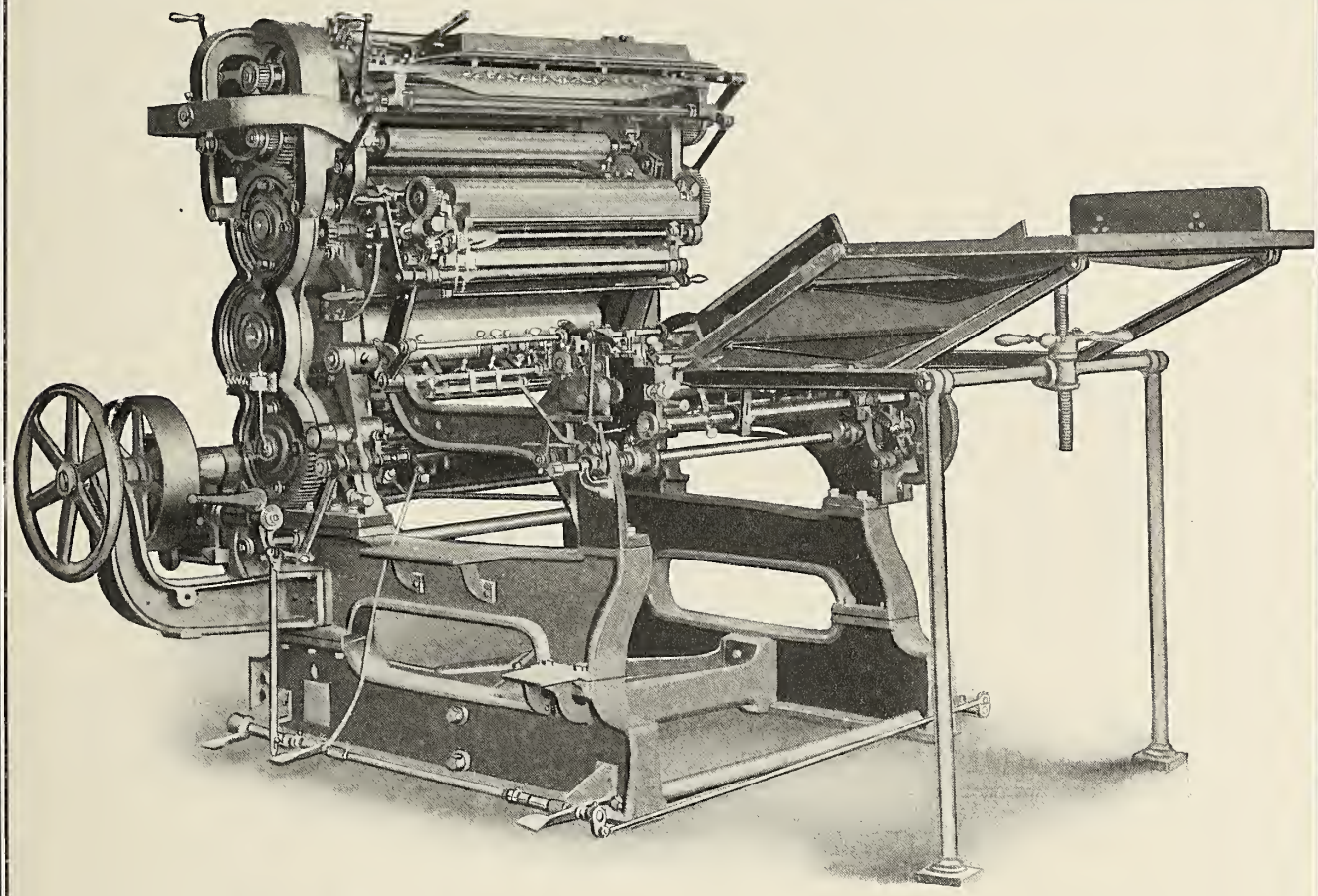
SALES OFFICES IN THE FOLLOWING CITIES:

Atlanta, Ga.
Baltimore, Md.
Boston, Mass.
Buffalo, N. Y.
Butte, Mont.
Charleston, W. Va.
Charlotte, N. C.
Chicago, Ill.
Cincinnati, Ohio
Cleveland, Ohio
Columbus, Ohio
Denver, Colo.
Detroit, Mich.
(Office of Sol'g Agt.)
Indianapolis, Ind.
Kansas City, Mo.
Los Angeles, Cal.
Minneapolis, Minn.
Nashville, Tenn.
New Haven, Conn.
New Orleans, La.
New York, N. Y.
Philadelphia, Pa.
Pittsburg, Pa.
Portland, Ore.
Richmond, Va.
Salt Lake City, Utah
San Francisco, Cal.
St. Louis, Mo.
Seattle, Wash.
Spokane, Wash.
Syracuse, N. Y.

Principal Office: Schenectady, N. Y.

32,000 Impressions in 8½ Hours from Seven Plates.

An average of 4,570 SHEETS NET PER HOUR, and one hour and thirteen minutes to each job.



You have heard offset press salesmen talk and listened to their exaggerated claims, but here are indisputable figures which were voluntarily sent us by a customer.

The HARRIS is the only Offset Press on which the above would be possible.

Will tell you why for the asking.

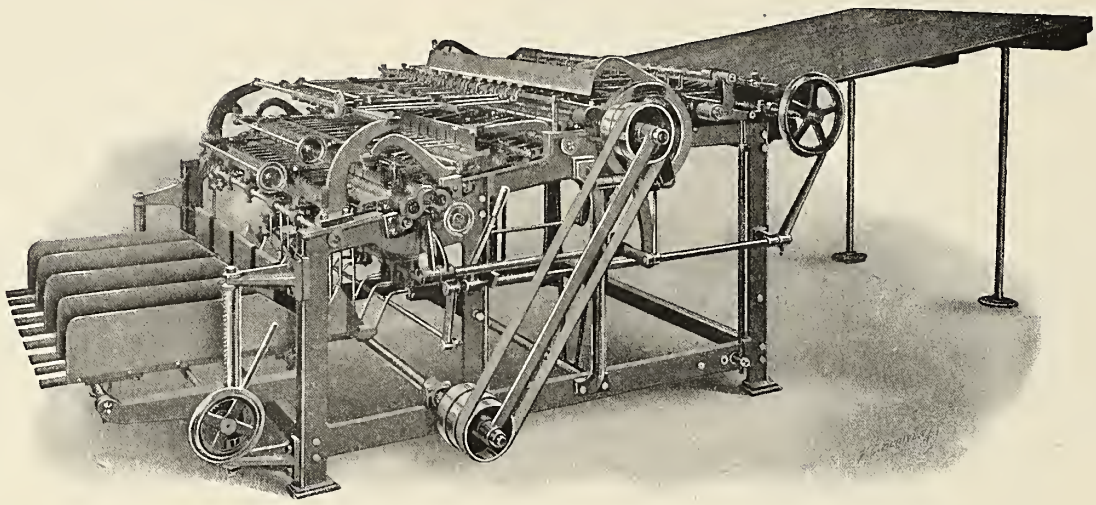
THE HARRIS AUTOMATIC PRESS CO.

CHICAGO OFFICE
Manhattan Building

FACTORY
NILES, OHIO

NEW YORK OFFICE
1579 Fulton
Hudson Terminal Building

THE CHAMBERS
Paper Folding Machines



Drop-roll Parallel Folder with Hand Feed Table

AUTOMATIC FEEDERS FURNISHED

Will deliver and pack a folded page as narrow as 2½ inches in 16s. Greatest width 6 inches.

Will fold 8s ranging in width from 3 to 12 inches.

Will deliver in long strips or cut into 2, 3 or 4 sections.

Sharp, accurate folding guaranteed.

Chambers Brothers Co.

Fifty-second and Media Sts., Philadelphia, Pa.

Chicago Office : : : 524 West Jackson Boulevard

THE BABCOCK PRINTING PRESS MANUFACTURING CO., NEW LONDON, CONNECTICUT
New York Office, 38 Park Row. John Haddon & Co. Agents, London. Miller & Richard, Canadian Agents, Toronto, Ontario.

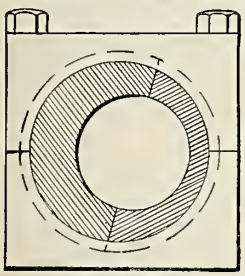
BARNHART BROS. & SPINDLER, WESTERN AGENTS, 183-187 MONROE STREET, CHICAGO
Great Western Type Foundry, Kansas City, Missouri; Great Western Type Foundry, Omaha, Nebraska; Minnesota Type Foundry Co., St. Paul, Minnesota; St. Louis Printers Supply Co., St. Louis, Missouri; Southern Printers Supply Co., Washington, District Columbia; The Barnhart Type Foundry Co., Dallas, Texas; National Paper & Type Co., City of Mexico, Vera Cruz, Monterrey, and Havana, Cuba. On the Pacific Coast—Pacific Printers Supply Company, Seattle, Wash.

The Babcock Optimus

The Babcock Optimus

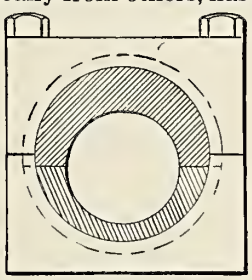
The Cylinder Lifting Mechanism

of a modern two-revolution is but little less important than its bed motion, the most vital of all; for upon the manner of the lift impressional strength depends in greater degree than is generally understood. In fact there are presses that must depend upon it almost entirely for such rigidity as they possess. It is of sufficient importance to receive the buyer's serious attention.



Cylinder Up

The Optimus lift, simple, direct, differing radically from others, has been in use from the beginning. The years have proved it completely satisfactory. There are few parts; no complications; little chance for wear and none for trouble; use develops no weakness. It insures the maximum of strain resistance, and materially aids in making the impressional rigidity of the Optimus the *greatest known to flat-bed presses.* As a consequence, hard, heavy, exacting and fast work is the especial service of this press; and the most and best of to-day's work is this kind.



Cylinder Down

The Optimus cylinder boxes are attached immovably to the side-frames. They are large, with broad bearing surfaces that resist wear. Each box has an outer and inner parts fitting each other so closely that the eye does not readily distinguish the two, each part a complete box in itself. The inner box is eccentric on its inside, and into this the large steel cylinder shaft is placed. This eccentric box works within the other, and is made to oscillate by a simple cam and lever arrangement.

That is all there is of the Optimus cylinder lift. Whether cylinder is up or down depends upon the position of the eccentric, and not upon the position of the box. The movement of the eccentric is slight; action always positive and sure. No dependence is placed upon doubtful springs, toggles or long draw-bolts, for there are none. The heavy side-frames are left at full strength to solidly hold cylinder to its work.

During impression the eccentric is on its center, with no strain whatever on lifting connections, which might be broken away without in the least disturbing either eccentric or impression. The trip is only operative when cylinder is off impression; its use when on impression has no effect, the impression will be completely finished.

Other two-revolutions have their cylinder boxes *loose in the side-frames,* which therefore cannot be used directly for giving impression. *Their boxes slide up and down,* moving with the cylinder as it lifts and lowers. They are "reciprocating" boxes, actuated from below the bed through springs, toggles, and long rods reaching up through the frames from bottom to top, and the force of impression depends upon these connections. Such boxes are entirely unlike the fixed boxes of the Optimus, which compel the side-frames themselves to directly meet the brunt of impressional strain. Greater rigidity is secured by fixing the cylinder at a given point and inflexibly holding it there than is possible by loosely hanging it in a couple of forks and trying to pull it to its work.

Only through the direct use of the side-frames can the greatest rigidity be secured. They are the natural and simple means for preventing the elasticity and weakness every other arrangement has developed. The perfection of its cylinder lift has made the Optimus the strongest press under impression the trade has known, with all that that means besides of delicate certainty of touch and speedy make-ready.

The Babcock Optimus

SET IN AUTHORS ROMAN AND AUTHORS ROMAN ITALIC

More than 800

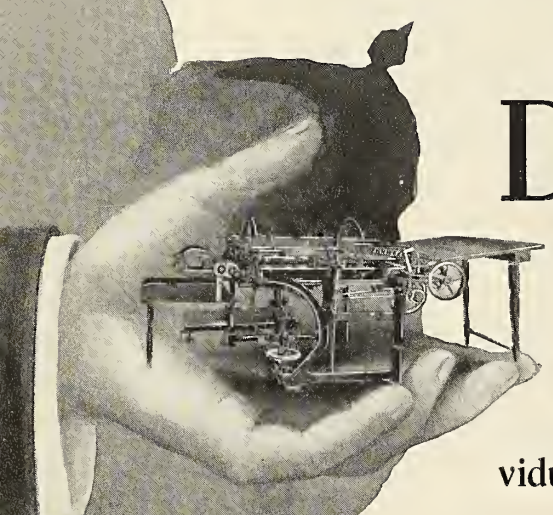
We have satisfied them!

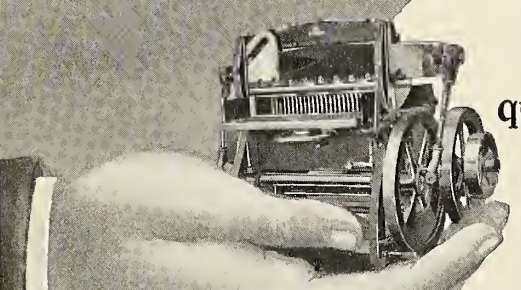
More than eight hundred pairs of hands reached out to us during the past twelve months for the different machines illustrated here. They came to us for Folders, for Feeders, and Cutters, not alone because it was

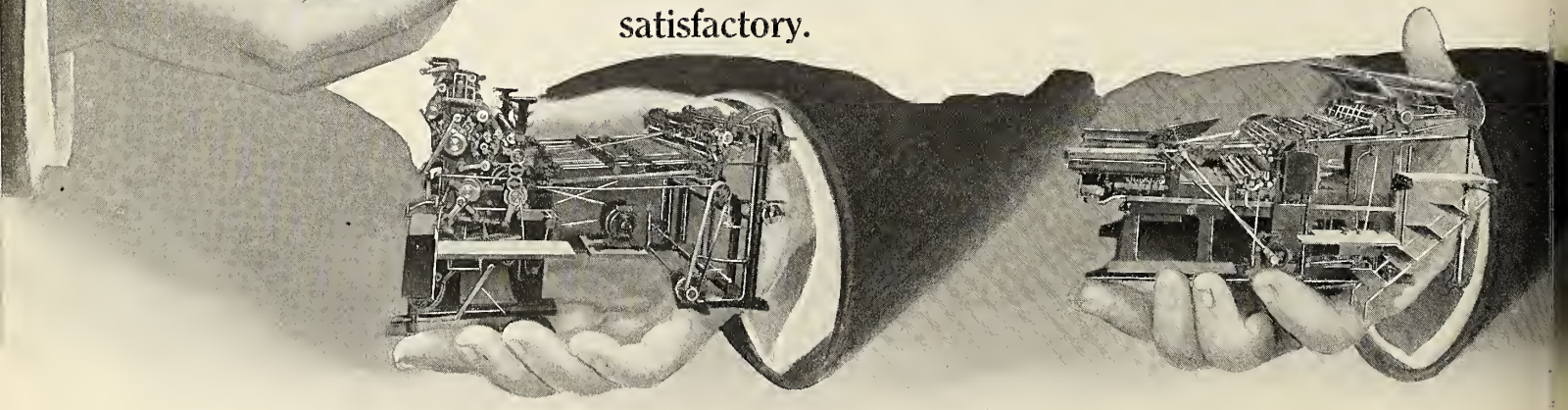
Dexter Machinery,

much as that name in folding, and in feeding and in cutting machinery implies, but, also, because each individual purchaser was convinced that he was getting the best machine for his work, the greatest value for his money.

They had satisfied themselves that both the quality and quantity of the product would be the maximum possible. They knew that the machine, and the service rendered after the machine was installed, would be absolutely satisfactory.







Pairs of Hands

And we can satisfy you!

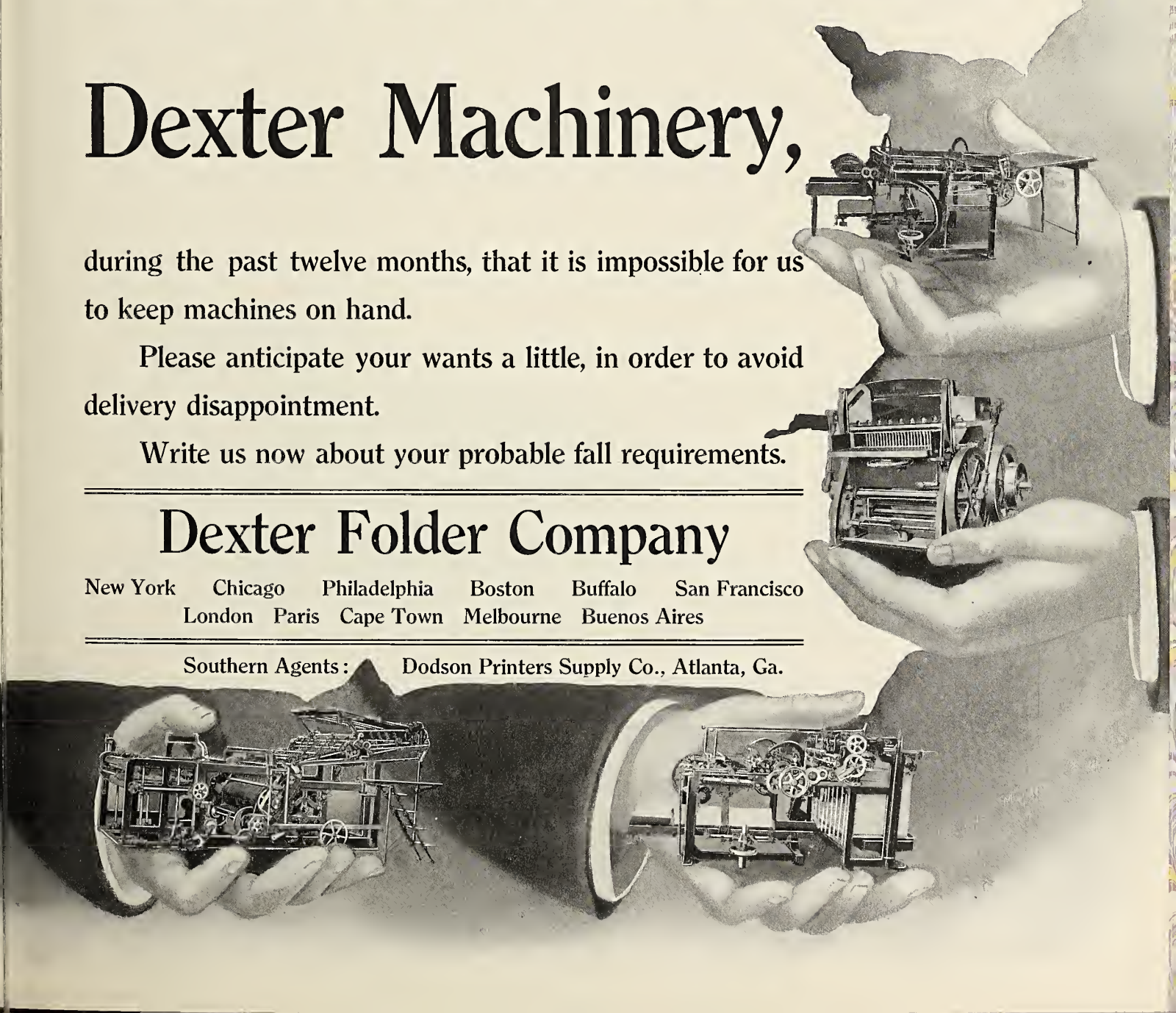
The owners of the more than eight hundred pairs of hands reached out to us during the past year for the different machines illustrated here, we have satisfied, perfectly. So great, however, has been the demand for

Dexter Machinery,

during the past twelve months, that it is impossible for us to keep machines on hand.

Please anticipate your wants a little, in order to avoid delivery disappointment.

Write us now about your probable fall requirements.



Dexter Folder Company

New York Chicago Philadelphia Boston Buffalo San Francisco
London Paris Cape Town Melbourne Buenos Aires

Southern Agents: Dodson Printers Supply Co., Atlanta, Ga.

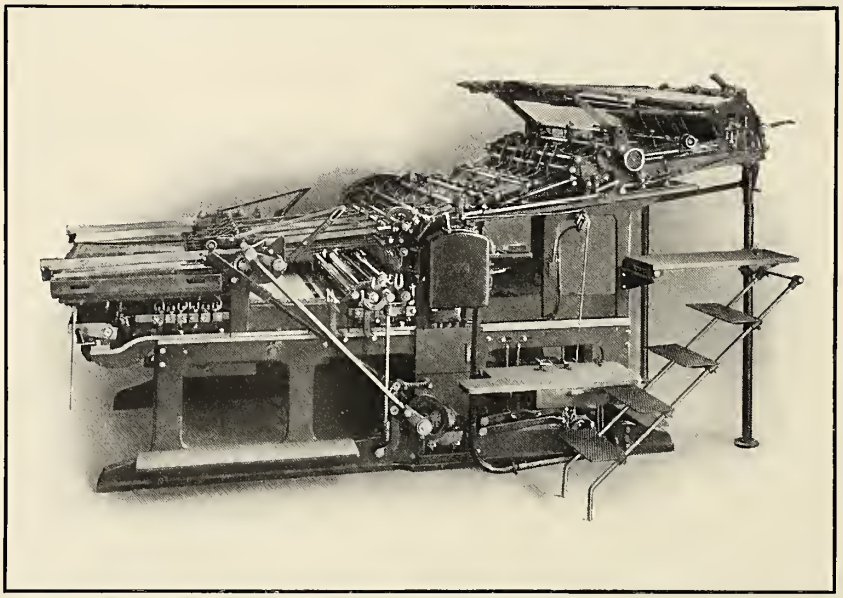


Human Hands

Should never be employed at a task which a machine will do as well or better . . . . .

The Cross Continuous Feeder works faster, better, longer, and at much less cost than is possible for the human hand. It is the perfection of automatic feeding. Get in touch with us now for your probable fall wants . . . . . .

Dexter Folder Comp'y



New York Chicago Philadelphia Boston Buffalo San Francisco

Southern Agents: Dodson Printers Supply Co., Atlanta, Ga.

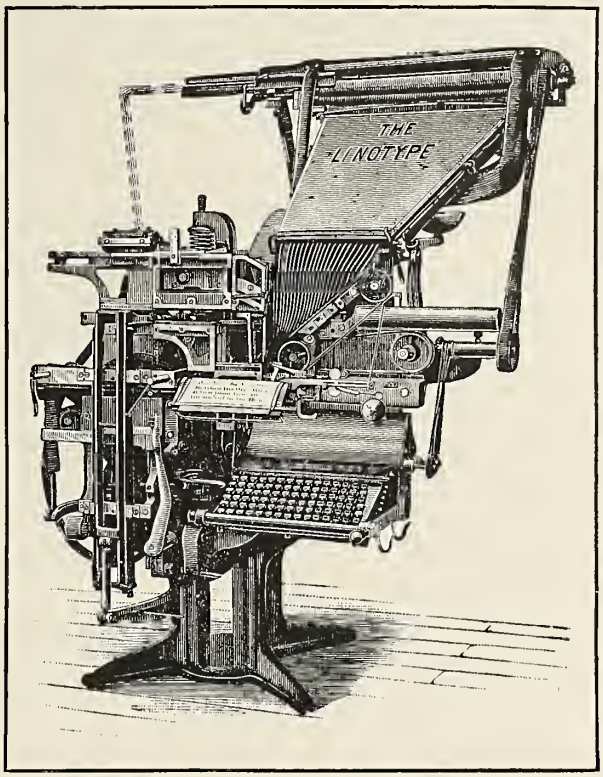
London Paris Cape Town Melbourne Buenos Aires

ALL sizes of matrices from **5 pt.** to **11 pt.,** inclusive,

ALL sizes of bodies from **5 pt.** to **14 pt.,** inclusive,

ALL measures from **5 ems** Pica to **30 ems** Pica, inclusive,

Can be used in the



Two-Letter Rebuilt Model 1 Linotype Machines

SOLD BY THIS COMPANY

All machines rebuilt and sold by us are guaranteed to do as good and as much work as when new.

New matrices sent with all machines.

We use genuine Linotype parts purchased from the Mergenthaler Linotype Company in rebuilding machines.

All parts used are standard and can be duplicated from the Linotype Company.

Price, including one magazine, one font new 2-letter matrices, one set of spacebands and 2-letter U. A. mold, **$2,000.00.**

Machines ready to ship. Write for terms.

Gutenberg Machine Company

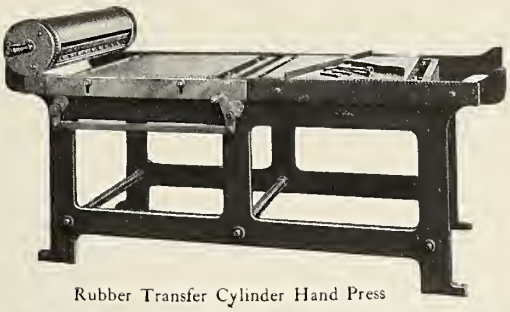
WILL S. MENAMIN,
President and General Manager

545-547-549 Wabash Ave., CHICAGO, ILL.


MOST POPULAR
BLACK INK
IN THE WORLD
QUEEN CITY PRINTING INK CO
HD
Every day the Sales of
·H·D·
add to this Monument which stands to the Credit of
The QUEEN CITY PRINTING INK Co.
CINCINNATI
BOSTON
CHICAGO
THE QUEEN CITY PRINTING INK COMPA
·H·D·
COLOR
DRYING QUALITIES
WORKING QUALITIES
FOUNDATION BEGUN BY THE QUEEN CITY PRINTING INK CO. 1860.



Art Printing Inks

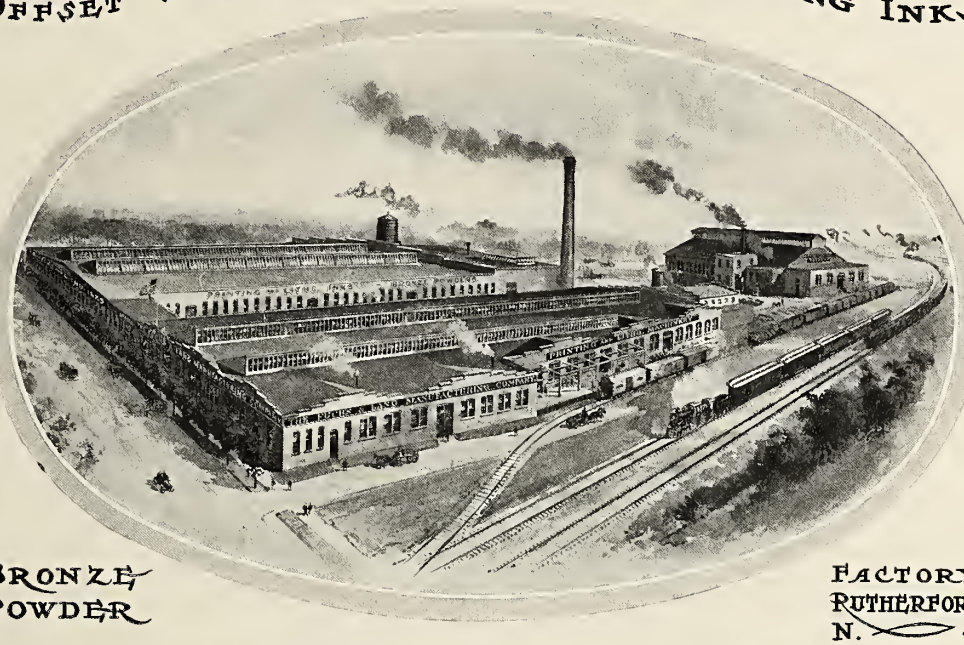


Rubber Transfer Cylinder Hand Press

LITHOGRAPHIC SUPPLIES AND INKS

OFFSET SUPPLIES

PRINTING INKS



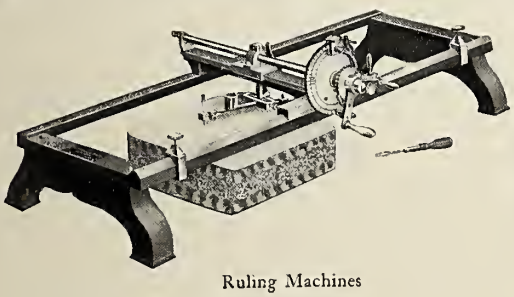
BRONZE POWDER

FACTORY
RUTHERFORD
N. J.

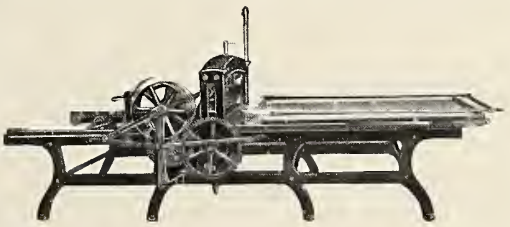
MACHINERY FOR LITHOGRAPHERS AND PRINTERS

The FUCHS & LANG M'F'G Co.

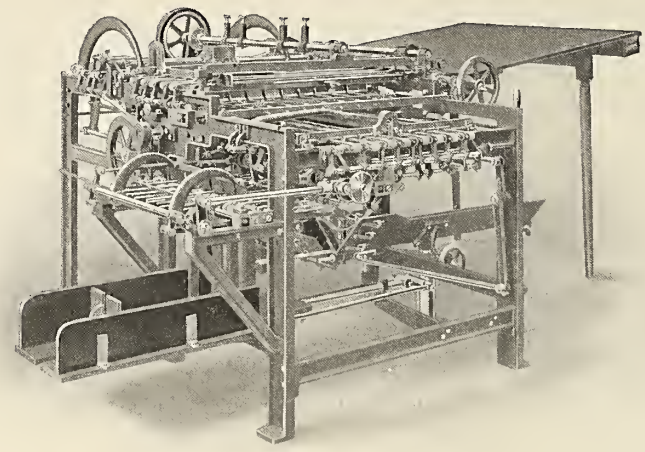
150 N. FOURTH ST. PHILADELPHIA / 29 WARREN ST. NEW YORK / 328 DEARBORN ST. CHICAGO



Ruling Machines



Giant Hand Press



Special Catalog Folder

Folds regular and oblong. Will fold 6, 8, 10, 12, 16, 24 and 32 pages in single sections or in gangs. Automatic Registers throughout.

Yes! It is to laugh at our imitators. The above machine is not a New Year's offering after many efforts to perfect something "every once in a while."

Yes! The above machine has been good enough to imitate, but the result has been a poor one.

Yes! The Special Catalog Folder of our construction is a folding machine.

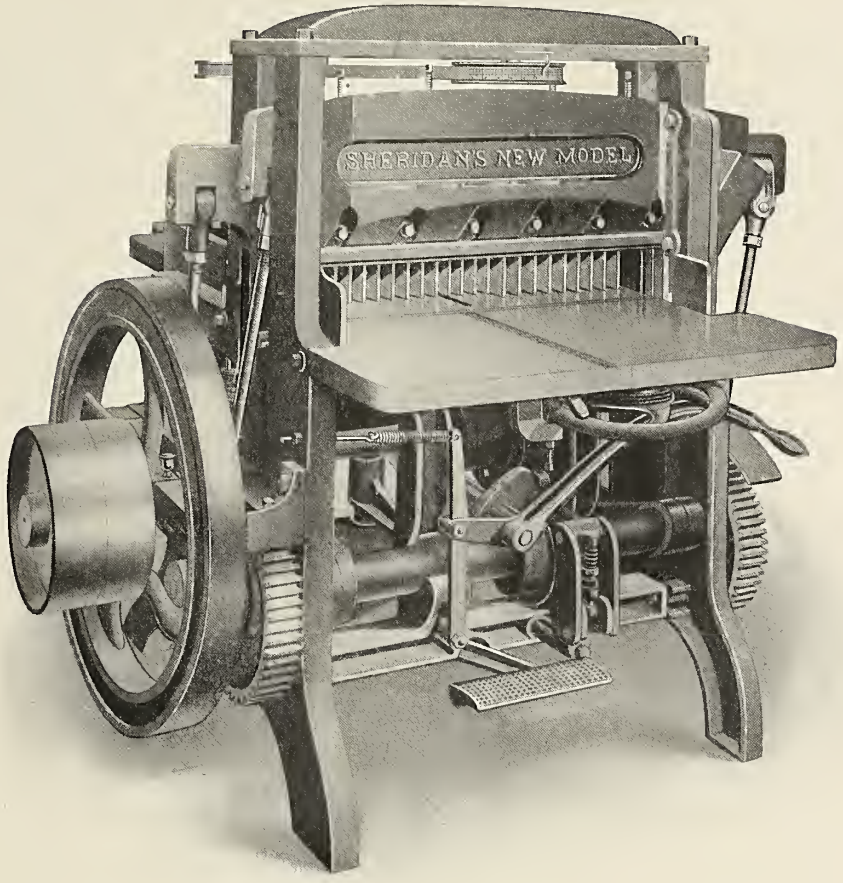
Made by

Brown Folding Machine Company

Erie, Pennsylvania

Sheridan's New Model

Automatic Clamp—Improved—Up to Date



Write for Particulars, Prices and Terms

T. W. & C. B. SHERIDAN CO.

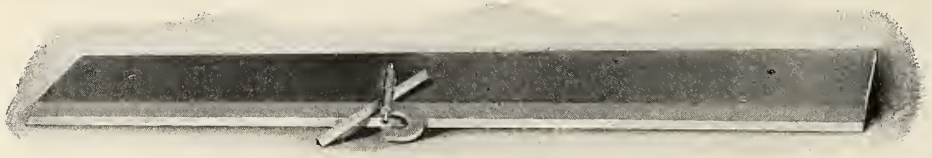
Manufacturers of Paper Cutters, Book Trimmers, Die Presses, Embossers, Smashers, Inkers, and a Complete Line of Printers' and Bookbinders' Machinery

NEW YORK . . . . . 56 Duane Street
CHICAGO . . . . . 149 Franklin Street
LONDON . . . . . 65-69 Mount Pleasant

Selling Agents for Martini and National Book-sewing Machines

Write for Circulars and Descriptive Matter

ESTABLISHED 1830



To the Trade:

We beg to announce a NEW

Coes · MICRO-GROUND · Knife

which we are selling as our "New Process" Knife. We have been supplying this knife in its improved form for over a year to our largest customers with the best results.

It is sold on our regular list *at no advance* in price.

Following our established habit of *raising quality* to the customer at no extra expense to him.

Same package. Same warrant. Ask us.

LORING COES & CO., Inc.
DEPARTMENT COES WRENCH CO.
WORCESTER, MASSACHUSETTS.

NEW YORK OFFICE — G. V. ALLEN, 21 Murray Street
Phone, 6366 Barclay

COES RECORDS

First to use Micrometer in Knife work	1890
First to absolutely refuse to join the Trust	1893
First to use special steels for paper work	1894
First to use a special package	1901
First to print and sell by a "printed in figures" Price-list	1904
First to make first-class Knives, *any kind*	1830 to 1905

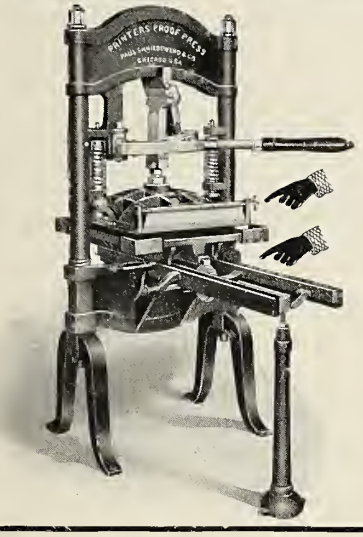
COES is Always Best!

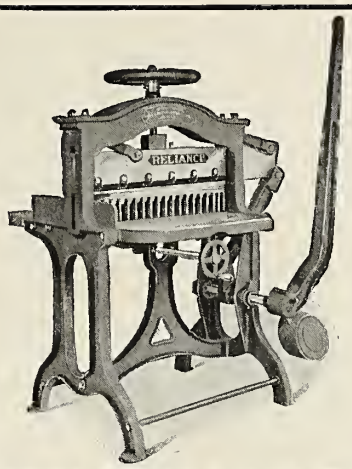
The SHNIEDEWEND
PRINTERS'
PROOF PRESS

does, without a question, *produce the highest class of proofs* — absolutely uniform impressions — *that are well nigh press proofs at far less cost* and labor.

All presses are **now** fitted with the Rack and Pinion Bed Movement (pat. app. for).

The Tympan-on-the-Platen Device (pat. app. for) is extra; attachable to *any* Hand Press. It entirely eliminates the operation of the hinged tympan. Wonderful time-saver.





THE RELIANCE
LEVER
PAPER CUTTER

The CUTTER that is "Hardest to Break" and "Easiest to Repair."

A Machine for accurate cutting, ease of operation, simple and rigid in construction, powerful strength and splendid enduring qualities. Investigate the Reliance before purchasing and you will find nothing better

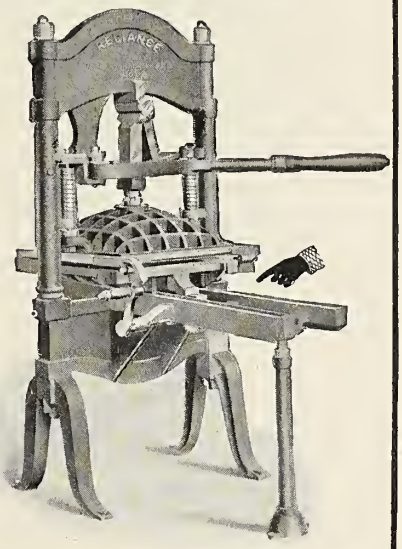
Write for Circulars, giving prices and sizes of these machines, direct to the manufacturers

Paul Shniedewend & Co.
627 W. Jackson Blvd., CHICAGO, U.S.A.
OR TO YOUR DEALER

THE RELIANCE
PHOTO-ENGRAVERS'
PROOF PRESS

is the heaviest, most powerful, most durable press on which perfect proofs of half-tones can **always** be taken quickly. It does what? It proves the cut.

The Rack and Pinion Bed Movement (pat. app. for) increases speed, reduces operating space, prolongs its enduring qualities.

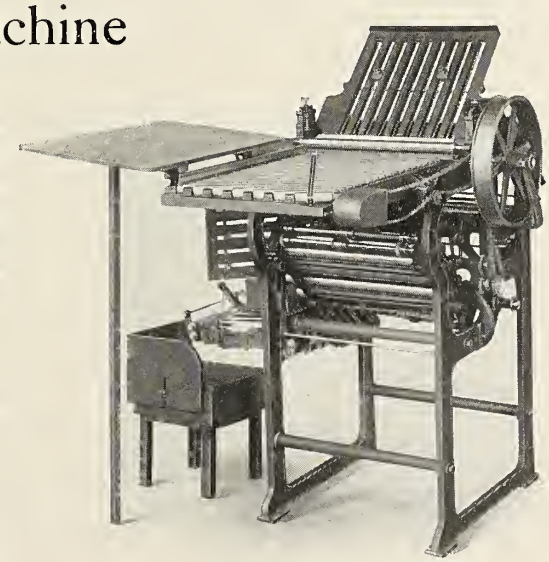


This is for the Printer "From Missouri"—

When it comes to buying machinery, every Printer wants to be "shown." In folders, he is interested more in what the machine will *do* than what is *claimed* for it. We *know* what our Folder will *do* and every statement made here can be backed up with the *proof*.

The Cleveland Folding Machine

Folds *any* weight and grade of paper from Onion Skin and French Folio to Double Coated Book and heavy Cover Stock. *No* tapes, knives, cams or changeable gears are used in folding. It is *perfect* in register and has a wide range of folds — makes one, two and three parallel folds from 19 x 36 down to 3x 4 inches, and regular 4s, 8s and 16s, book folds, from sheets 19 x 25 down to where the last fold is not less than 2½x3 inches. It will fold 50 per cent *faster*, and makes a number of folds that can not be made on any other folder.



A Thirty Days' Trial

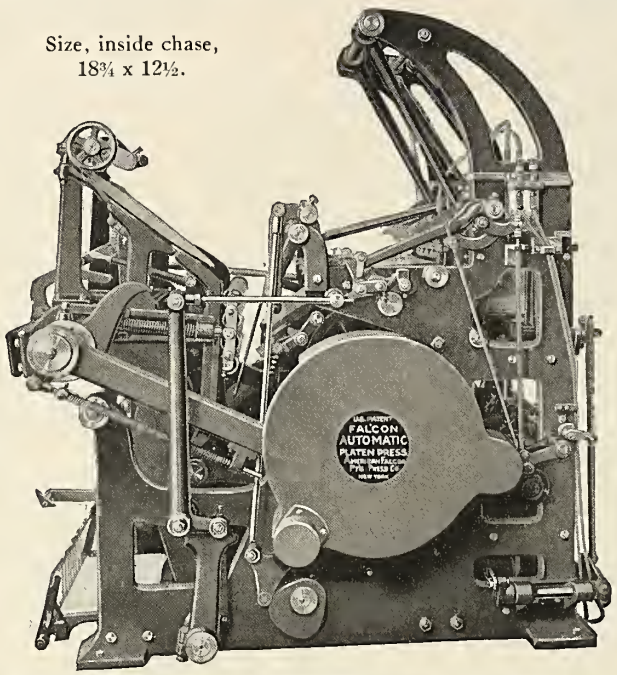
is yours if you want it. We sell our machines on an *unconditional guarantee of absolute satisfaction.*

Write for our new brochure, "A Folder Unfolded" and a complete set of sample folds.

The Cleveland Folding Machine Company
Cleveland, Ohio

THE PAYROLL PAYS FOR THE **Falcon Automatic Platen Press**

Size, inside chase, 18¾ x 12½.



Will automatically feed, print and deliver any weight of stock from onion-skin to cardboard.

Saves wages, power, floor space and spoilage.
Feeds from the top of the pile.
Speed up to 3,500 per hour.
Prints from flat forms.
No expert required.
Absolute register.

The Falcon Automatic Platen Press will do the work of from three to four ordinary hand-fed platen presses, do it better and pay for itself in a short time out of the saving in feeders' wages alone. It is sold with our guarantee to do exactly what we claim for it.

Write for further particulars and testimonials.

Auto Falcon & Waite Die Press Co., Ltd. RAND-McNALLY BUILDING, 160 ADAMS ST. CHICAGO, ILLINOIS

SUCCESSORS TO AMERICAN FALCON PRINTING PRESS CO.

Eastern Selling Agent
S. P. PALMER - - - - - - 346 Broadway, NEW YORK

FACTORY AT
DOVER, N. H.

Pacific Coast Agents
GEO. RICE & SONS, 350 Los Angeles St., LOS ANGELES, CAL.

OVERLADE COVER

TRADE NP MILLS MARK

TRADE NP MILLS MARK

THE material and fabrication of this paper are peculiarly suitable for high-grade work, giving fine embossing and printing qualities. The color scheme permits of a simple but effective decorative treatment.

THE ATTRACTIVE SAMPLE-BOOKS OF THIS LINE ARE READY FOR DISTRIBUTION

NIAGARA PAPER MILLS

LOCKPORT, NEW YORK

PUNCHES

FOR

LOOSE LEAF EDGER AND FILE AND INDEX CARDS

It is not only necessary to have the punches made of the finest quality of metal and by highly skilled workmen, but they must fit squarely and hold firmly in the machine to cut accurately.

One movement of the one lever sets or releases all punches; no tools required. The punches are driven perpendicularly, preserving perfect register and preventing unnecessary wear on the die.

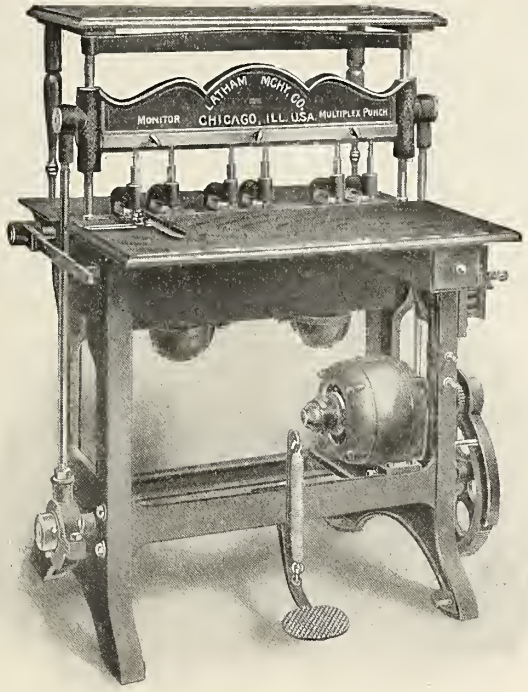
More stock punched at one operation than on any other machine made.

MONITOR MULTIPLEX—POWER

MONITOR DUPLEX—FOOT AND POWER

They stand for speed, accuracy and durability.

WE ALSO MANUFACTURE Single Punching Machines, Bench Punches, Wire-Stitchers, Perforators, Embossers, Standing Presses, Paging and Numbering Machines, etc.



Power Multiplex Punch

LATHAM MACHINERY CO.

CHICAGO, 306-312 Canal Street
NEW YORK - - - 8 Reade Street
BOSTON - 220 Devonshire Street

We Ask You—

Is it not worth while—to know where the best electrotypes the world has ever seen—are made?

To know where electros from the finest halftones—as sharp and deep as the cuts—are made?

To know where to send forms for catalog pages with halftones—to get electros that will print as well as the type and cuts?

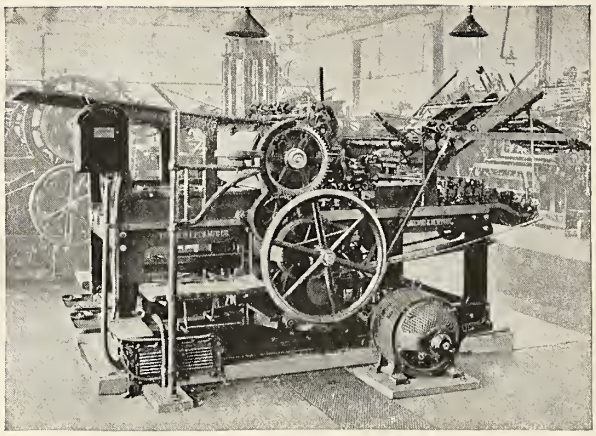
In short—is it not worth while to know of the largest and best electrotype foundry on earth?

GLOBE ENGRAVING & ELECTROTYPE COMPANY

407-427 Dearborn St. CHICAGO

The Evidence is Yours for the Asking

We also make designs, drawings, halftones, zinc etchings, wood and wax engravings, but—we do no printing.



Westinghouse Motor Driving Pony Press.

Westinghouse Motors

are used by the largest printing and publishing establishments in America, because of their absolute reliability, efficient service, and minimum attention required.

Send for Circulars 1068 and 1118.

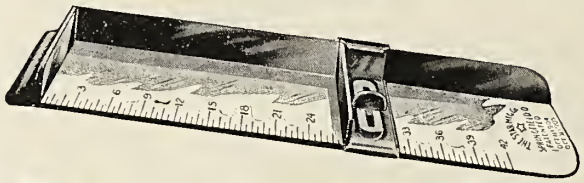
Westinghouse Electric & Mfg. Co.

Pittsburg, Pa.

Sales Offices in all Large Cities.
For Canada--Canadian Westinghouse Co., Ltd., Hamilton, Ontario.

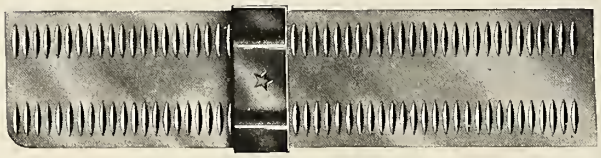
IT SATISFIES!

The compositor had best look for satisfaction that he may attain greater proficiency!



The Star Composing Stick

satisfies the user because it embraces all the essential features that go to make a perfect tool for particular printers.



NOTE THAT BACK VIEW. *Both ends* of knee lock securely, yet when knee is unlocked the projections are released from *grooves* by a spring, protecting the grooves from wear. This *groove system* has proven its efficiency and longevity of service.

Made in all popular sizes at a price in keeping with their actual worth.

FOR SALE BY SUPPLY HOUSES *GENERALLY*

The Star Tool Manufacturing Company
17 West Washington St., Springfield, Ohio

The Mechanical Chalk Relief Overlay

(U. S. and Foreign Patents)

Is not made of metal
Does not require dragon's-blood
Is not etched with nitric acid

But is produced on an

Etchable cardboard
Printed on front and back
Only a resist ink used
Etched in a non-poisonous solution

resulting in a perfect overlay, with a relief on both sides of the sheet, containing each and every possible shade of the half-tone cut. Some *nine hundred printing plants* in all parts of the world have installed the process. Among which are numbered many of the most prominent printing plants of the United States. Their recommendations prove superiority.

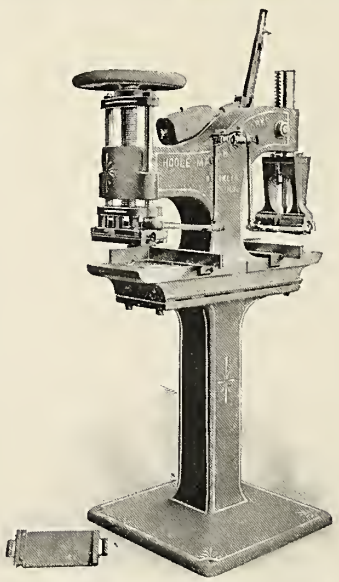
For additional information,
samples, etc., address

WATZELHAN & SPEYER

General Representatives
183 William Street . . . . NEW YORK, N. Y.
(Telephone, 4768 Beekman)

HOOLE MACHINE & ENGRAVING WORKS

29-33 Prospect Street 111 Washington Street
BROOKLYN, N. Y.



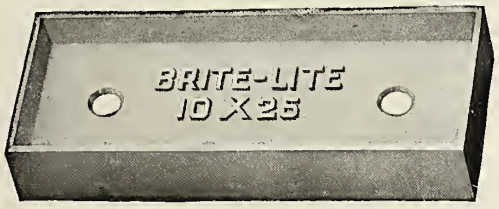
"HOOLE" Hand Pallet and Stamping Press

Manufacturers of

End-Name, Numbering, Paging and Bookbinders' Machinery and Finishing Tools of all kinds.

BRITE-LITE

The rustless Metal Furniture
Strong as iron
Accurate as type
Almost as light as wood



SAVE TIME on register work, reduce the weight of your forms. Start saving money by using BRITE-LITE Furniture. Sold by all responsible dealers. Samples and literature free on request. Investigate this wonderful new improvement now.

A. F. WANNER & CO., Chicago

FAC-SIMILE OF LABEL.



See that this label is on each ream.

No. 635

"LISBON BOND"

Light, tough and snappy. The perfect paper for the business man. Finish suitable for printing or lithography.

Taking a Good Impression, It Makes a Good Impression

Write for samples and prices.

PARSONS TRADING COMPANY
20 Vesey Street . . . . . NEW YORK

London, Sydney, Melbourne, Wellington, Havana, Mexico, D. F., Buenos Aires, Bombay, Cape Town.

Cable Address for all Offices—" PARTRACOM."

$50.00 IN PRIZES

To be awarded for the best printing on

SUPATONE

An uncoated paper suitable for printing half-tone engravings

Costs less than coated.
Has no disagreeable odor.
Does not pick or stick together when damp.
Binds better.
Electricity not so profuse.
Just as handsome in appearance.

Write for particulars, prices and samples

to the

Wanaque River Paper Co.

R P Co

290 Broadway New York City

If You Are Ambitious

to produce high-grade catalogue, booklet, or directory covers—that character of product which characterizes your output with distinctiveness and satisfaction to your customer—our attractive line of

DETROIT FIBRE

Cordova Super Cover

stock will interest the printer, both in quality, price, and the various colors, weights, sizes, etc.

You should have on your desk for constant reference our handsome and complete cover-stock samples. Your request will bring you this book by return mail.

Detroit Sulphite Pulp & Paper Co.

Makers of Papers of Strength .·. DETROIT, MICH.

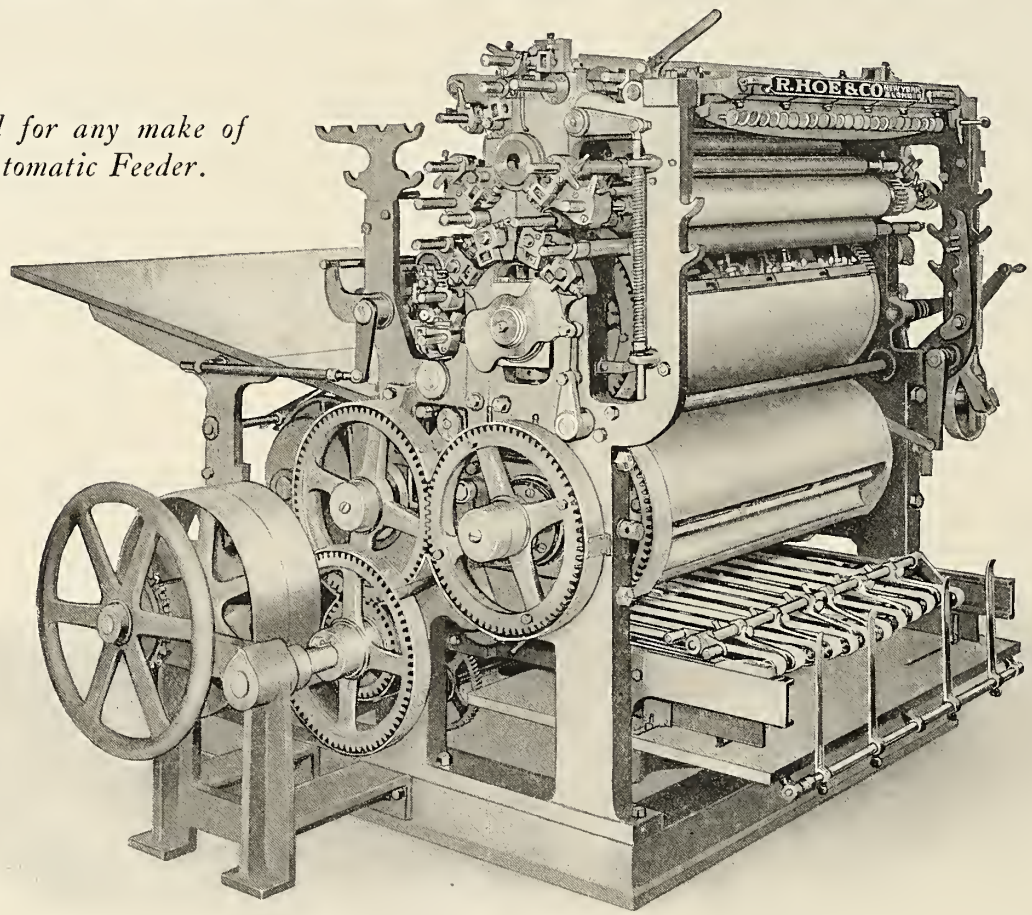
You take no risk with a HOE

Because **Hoe Presses** are practically indestructible and can be depended upon at all times to do the best work and give the greatest output in the most economical manner.

The Hoe Rotary Offset Press

is no exception and stands without a peer, both as to mechanical accuracy and solidity of construction and quality and quantity of output.

Suited for any make of Automatic Feeder.



It does the highest grade of color printing in absolutely accurate register, as well as the best commercial lithographic work and fine half-tone and type printing.

The impression is perfect and susceptible of the finest adjustment, the sheets are under positive control until delivery, and the automatic trip prevents spoilage.

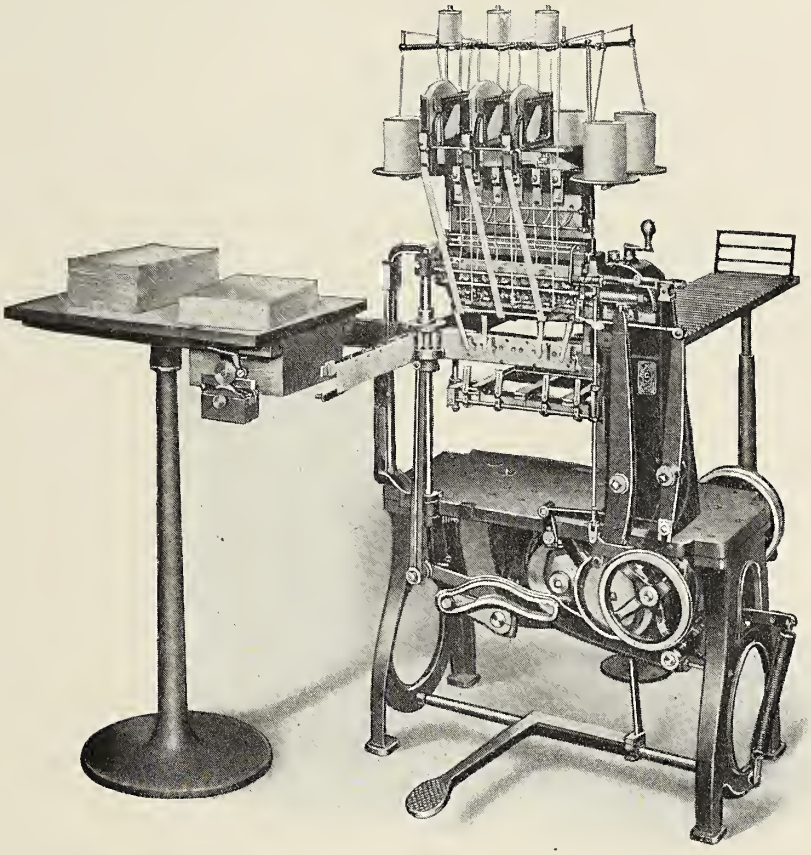
The HOE OFFSET PRESS has every desirable convenience without any superfluous parts, and the mechanism is all on the outside, convenient to the operator, making the machine easily accessible for cleaning, working and adjusting. *Investigate It Now!*

R. HOE & CO., 504-520 Grand St., New York, N. Y.

ALSO AT

7 Water Street Boston, Mass.	143 Dearborn Street Chicago, Ill.	160 St. James Street Montreal, Can.	109-112 Borough Road London, S. E., Eng.	8 Rue de Chateaudun Paris, France

New Model No. 3 Smyth
Book-Sewing Machine



THE popular machine for edition work, catalogues, school books, pamphlets, etc. Performs several styles of sewing — will braid over tape, sew through tape with or without braiding, or sew without tape or twine. No preparation of the work necessary before sewing.

Its fine construction, interchangeable parts, simplicity and rapid operation, have made it the most popular machine for Bookbinders the world over.

Other sizes to suit every requirement.

WRITE FOR PARTICULARS

E. C. FULLER COMPANY

FISHER BUILDING, CHICAGO — 28 READE STREET, NEW YORK

Hamilton's ▪▪▪▪ MODERNIZED ▪▪▪▪ COMPOSING-ROOM FURNITURE

is doing more toward revolutionizing the working methods and the equipment of the present-day printing establishment than any other one agency.

It will soon come to the point where the office with the antiquated equipment will be handicapped to such an extent that it will be difficult to show a profit on work produced under old methods with old equipment. Such savings as are being made in labor and floor space must eventually influence and finally control the price of printing.



After reading the statement of the Review Printing & Stationery Co., of Decatur, Ill., reprinted below, let every employing printer whose composing-room has not been re-equipped ask himself this question:

What would a saving of 50 per cent in floor space and 33⅓ per cent in labor mean to me?

THE HAMILTON MFG. CO., Two Rivers, Wis.: *Decatur, Ill., May 25, 1910.*

Gentlemen,—Regarding the equipment of cabinets which you installed for us some six or eight months ago.

These cabinets take up less than one-half of the room occupied by the old-style racks and cases, which we had previously, and in addition to keeping our composing-room outfit in better shape than was possible under the old plan, we have practically eliminated the dust and dirt.

The labor-saving propensities have permitted us to cheapen the cost of labor in our composing-room from a strictly time-saving standpoint nearly one-third. In fact, we are doing more and better work with three first-class compositors on the floor than we were formerly able to do with five.

This may seem a strong statement, but our books will bear out the assertion. We would not go back to the old plan under any consideration.

Very truly yours, *REVIEW PRINTING & STATIONERY CO.*

With such remarkable results is it to be wondered that one printer can underbid the price of another printer which may not carry a satisfactory margin of profit and still leave it possible for the successful bidder to make a good profit?

A word to us or to your nearest supply house will bring an expert to your establishment, who will show you what can be accomplished in YOUR plant. It will be up to us to show you possible results.

If you are interested in this vital question of composing-room equipment, send for a copy of "Composing-room Economy." It shows the floor plans and tells graphically of the results accomplished in more than thirty representative plants.

We are interested in the question of Modernized Furniture and we would like to have your representative show us a floor plan of our composing-room as you would rearrange it, with a view to our installing such furniture as you can show us would soon be paid for in the saving accomplished.

Name .....

Street and No. .....

City.....State.....

Have you a copy of "Composing-room Economy"? .....

THE HAMILTON MFG. CO.

Main Office and Factories . . TWO RIVERS, WIS.
Eastern Office and Warehouse . . RAHWAY, N. J.

ALL PROMINENT DEALERS SELL HAMILTON GOODS

A VALUABLE LINE GAUGE, graduated by picas and nonpareils, mailed free to every inquiring printer.


THE AULT & WIBORG CO
HIGET UBIQUE
Manufacturers of
LETTERPRESS and
LITHOGRAPHIC
PRINTING
INKS
CINCINNATI
NEW YORK
CHICAGO
ST. LOUIS
BUFFALO
PHILADELPHIA
MINNEAPOLIS
SAN FRANCISCO
TORONTO
HAVANA
CITY OF MEXICO
BUENOS AIRES
PARIS
LONDON

ZINCOLOGY

"All about Zinc Plates"

That's what our booklet "ZINCOLOGY" tells

¶ It explains in detail the process of Printing from Zinc Plates, gives numerous useful formulas, etc.

¶ Write for a copy.

¶ We have recently installed a ZINC PLATE DEPARTMENT and are now ready to furnish the trade with Zinc Plates in any size and any style grain, at 15c. per square foot, grained.

THE AULT & WIBORG COMPANY

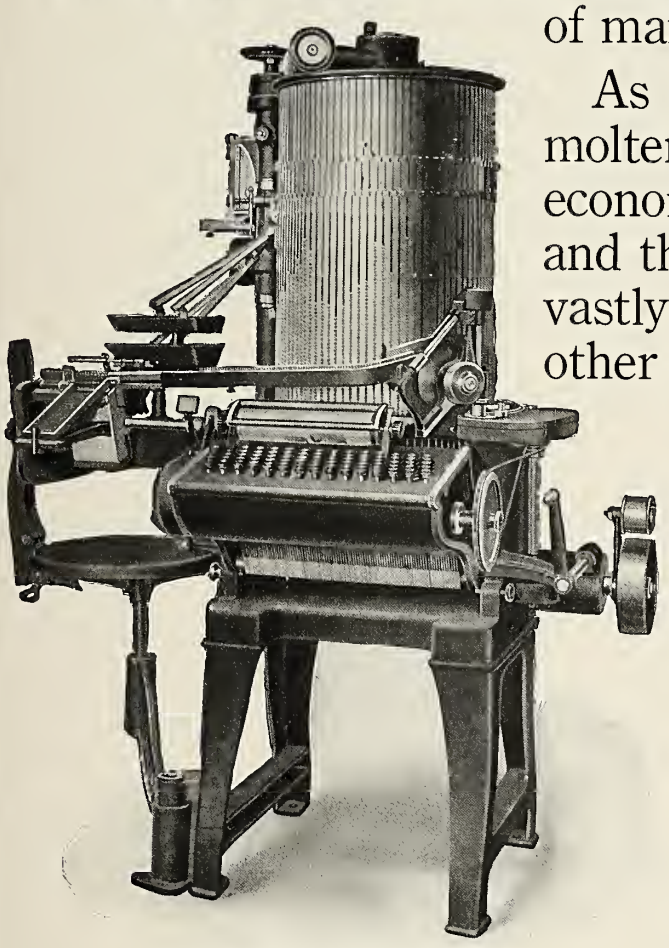
CINCINNATI, OHIO

New York .·. Chicago .·. St. Louis .·. Buffalo .·. Philadelphia
San Francisco .·. Minneapolis .·. Toronto, Canada .·. Havana, Cuba
City of Mexico, D.F. .·. Buenos Aires, S.A. .·. Paris, France .·. London, E.C., Eng.

We Repeat:

The Unitype

Possesses all the advantages of the hot-metal composing machines without their troubles, and high costs of maintenance.



THE INCOMPARABLE UNITYPE

As it works without gas or molten metal it is incomparably economical. It is extremely swift and the quality of its product is vastly superior to that of any other machine.

It can be operated by those having too little skill to handle hot metal; and it will earn a profit in places where self-casting composing machines can be run only at a loss.

In fact, no out-of-town publisher who regards economy as a condition essential to his work can now afford to set his paper by any other method.

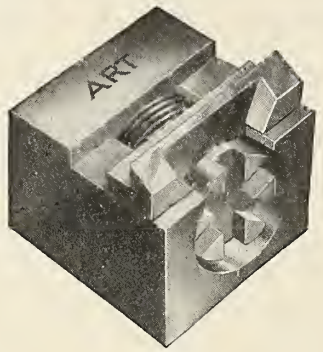
The price of the UNITYPE is but $1500; payable $150 in cash and $37.50 and interest a month—a most profitable investment when it is realized that a UNITYPE invariably pays for more than itself.

Wood & Nathan Company

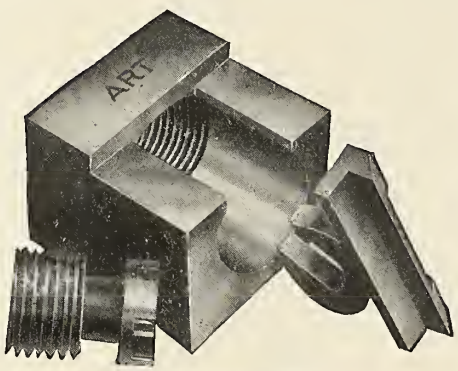
Number 1 Madison Avenue

New York City

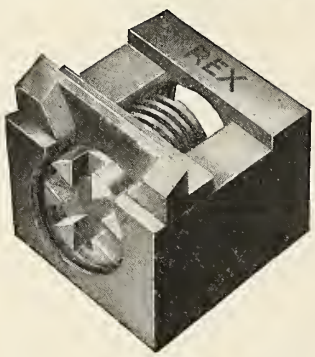
Two New Register Hooks



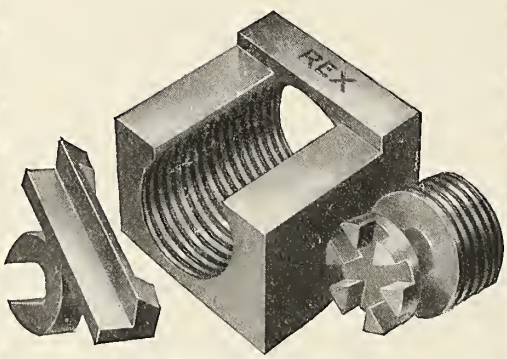
ART



ART (Detail)



REX



REX (Detail)

Be Sure—Quite Sure Then Go Ahead

IN CONSIDERING A PLATE-MOUNTING SYSTEM, remember, wrong conclusion will inevitably prove costly. Be influenced by and consider nothing that does not trace straight back to merit, and merit alone. Some block concerns would have you believe that nearly every well-known printing establishment used their system. Others endeavor to force the impression that certain big printers place their system above all others. These are not facts. There is not one of them whose aggregate business volume, as represented by actual sales, comes within 50 per cent of the **Expansion System** volume as similarly represented.

Compare Any of Them with the Expansion (Point) System

GO CAREFULLY INTO THE DETAILS—the time required for make-up, the interchangeability, the facility with which margins are determined, plates located and registered, the rigidity and accuracy of the bases, etc.—in every detail you will find that the Expansion System excels. Every printer who knows recognizes **"Expansion"** as the standard high-grade plate-mounting system.

Inquiries solicited from both employers and pressmen. Valuable literature relating to all work from plates mailed on request.

"The System You Will THE CHALLENGE MACHINERY CO. GRAND HAVEN, MICH. U.S.A. *Eventually Adopt"*

THE TWO NEW ONES

The "REX" and "ART" Register Hooks, shown herewith, are the latest additions to the "Expansion System" family.

The "ART" Hook combines great strength with extremely narrow margin features. It is composed of only three working parts and can be taken apart in an instant for cleaning. It will no doubt become the great favorite its design and construction warrant.

The "REX" Hook has all the good points of the **"ART"** and in addition possesses extra long travel. This feature makes it especially advantageous where the plates vary in size, as is often the case in two or three color register plates.

Manufactured by

The Challenge Machinery Co.

Grand Haven, Michigan, U. S. A.

Salesroom and Warehouse, 194-196 Fifth Ave., Chicago

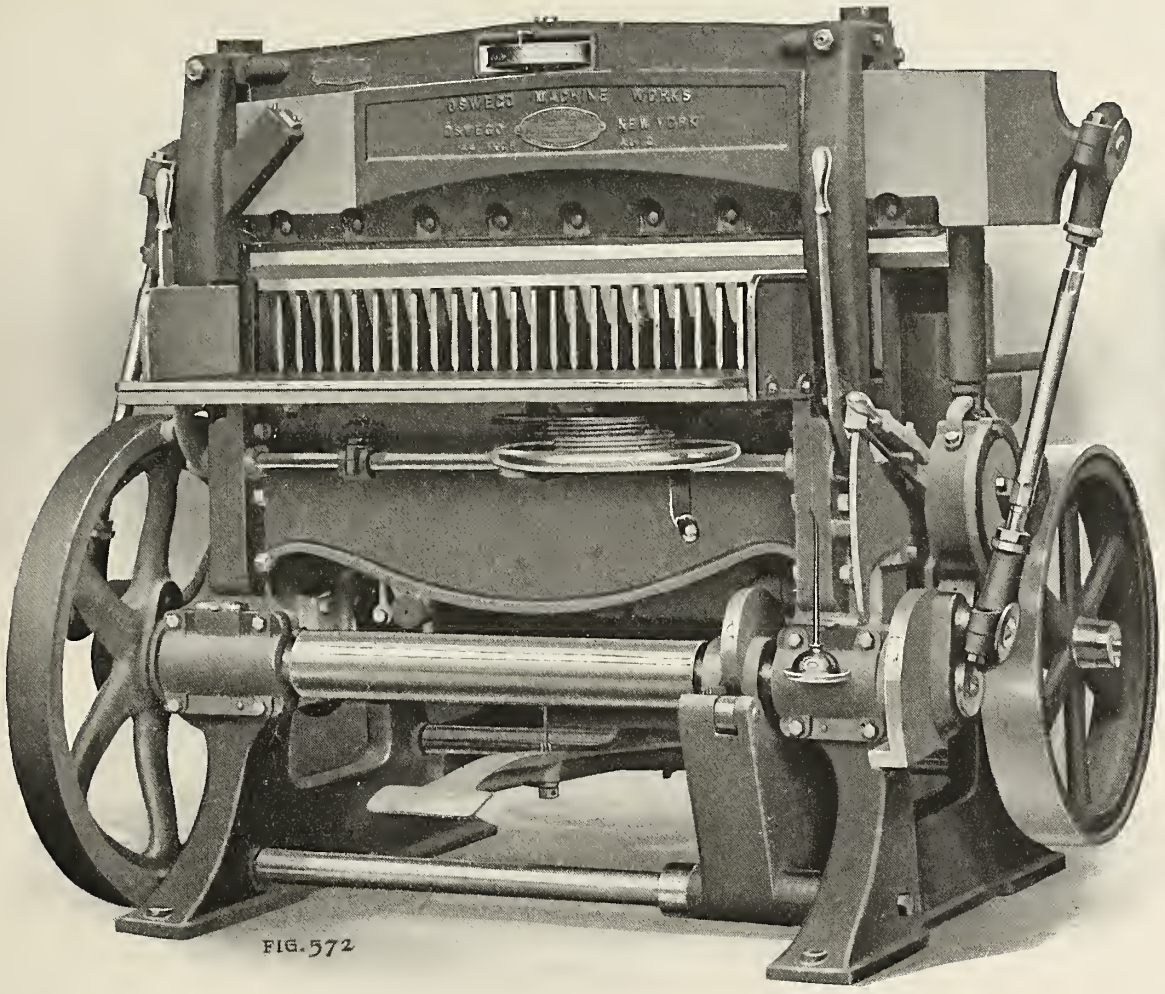


FIG. 572

The BROWN & CARVER AUTO Triples Production

and cuts work as accurately as the reliable Brown & Carver Hand-clamp Cutter. It has the new Double-shear Motion.

SOME USERS OF THIS STYLE ARE: American Lithographic Co., New York, N. Y.; Forbes Lithograph Mfg. Co.; Henderson Lithographing Co., Cincinnati, Ohio; The Geo. C. Whitney Co., Worcester, Mass.; The Matthews-Northrup Works, Buffalo, N. Y.; Providence Lithograph Co., Providence, R. I.

This pictures only one of the ninety sizes and styles of cutters that are made at Oswego as a specialty. Each Oswego-made cutter, from the little 16-inch Oswego Bench Cutter up to the large 7-ton Brown & Carver Automatic Clamp Cutter, has at least three points of excellence on Oswego Cutters only. Ask about the Vertical Stroke Attachments for cutting shapes.

It will give us pleasure to receive your request for our new Book No. 8, containing valuable suggestions derived from over a third of a century's experience making cutting machines exclusively. Won't you give us that pleasure?

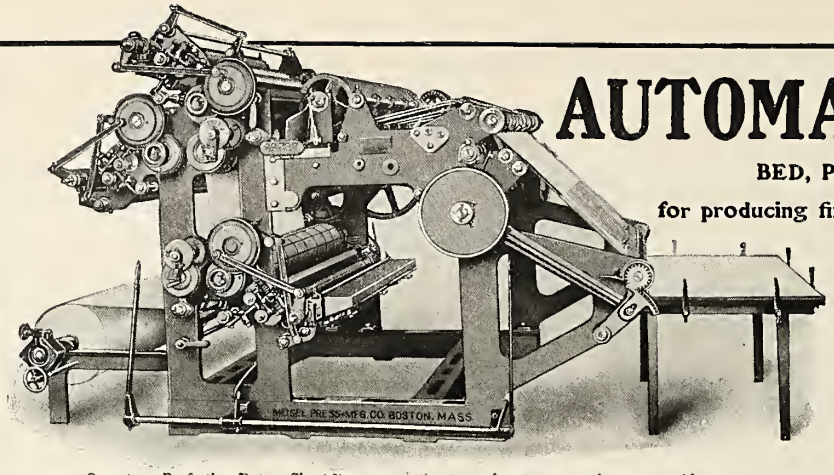
OSWEGO MACHINE WORKS

NIEL GRAY, JR., Proprietor

Main Office and Works, OSWEGO, N. Y.

NEW YORK BRANCH, 150 Nassau Street
W. S. TIMMIS, MANAGER

CHICAGO BRANCH, 241 Monadnock Block
J. M. IVES, MANAGER



One of our Perfecting Rotary Sheet Presses, printing two colors top, one color reverse side.

AUTOMATIC PRESSES

BED, PLATEN OR ROTARY

for producing finished products in one operation

WE ALSO MANUFACTURE

SLITTERS—For All Classes of Roll Products

TOILET ROLL PAPER MACHINERY—Hard or Soft Rolls

SPECIAL PRESSES—Designed and Built to Order

MEISEL PRESS & MFG. CO.

FACTORY

944-948 Dorchester Ave., Boston, Mass.

CROWN BOND

IN THE NEW

"COCKLE FINISH"

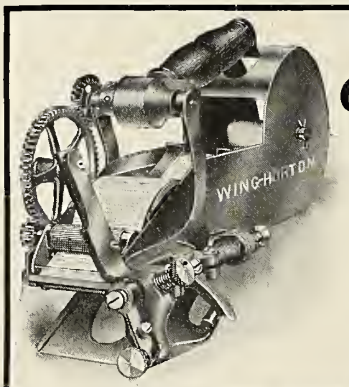
AND

"LITHO. PLATE FINISH"

Profit papers of superior quality. Moderate price. Will be pleased to mail SAMPLES.

Parker, Thomas & Tucker Paper Co.

76-82 Sherman Street - - - - - - - Chicago

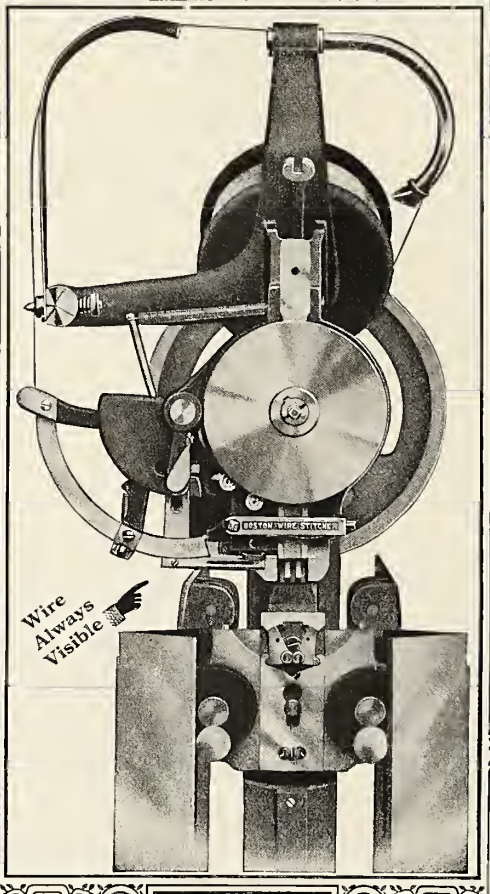


"They Are Going Some"

Eight hundred and sixty-nine ***Wing-Horton Mailers*** were sold in 1909. They were all sold subject to approval, and not a Mailer was returned. If you are not using a ***Wing-Horton Mailer,*** perhaps your Mailing Department is not working to its best possible economy.

Full particulars supplied on request.

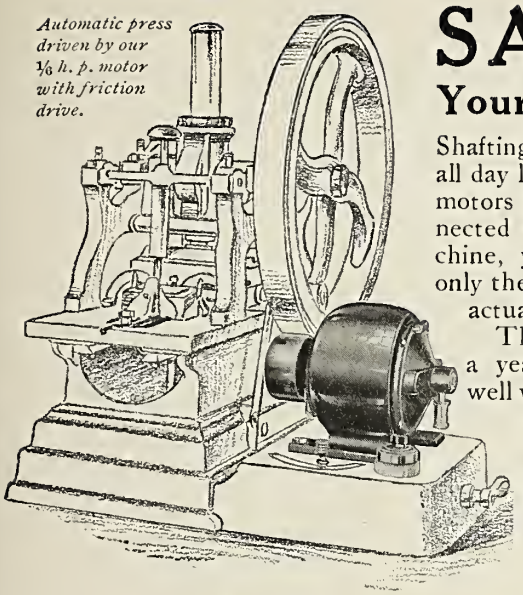
CHAUNCEY WING, Manufacturer . . Greenfield, Mass.



An Illustration!

THE cut herewith shows the working parts of our Boston Wire Stitcher, (about 2,000 users) fully assembled in complete operating condition. No parts have to be removed to expose the wire, which is always visible. Also, in Boston Stitchers, the spot into which the wire is driven is always in plain sight. These are two of many exclusive features found only in Boston Wire Stitchers.

American Type Founders Co.



Automatic press driven by our ⅛ h. p. motor with friction drive.

SAVE
Your Power

Shafting uses power all day long. With motors directly connected to each machine, you pay for only the power you actually use.

The saving in a year's time is well worth while.

Our policy of specialization has made the

Robbins & Myers "STANDARD" Motors

(*Direct Current, All Purposes, 1/30 to 15 H. P.*)

far superior to any other small motor on the market. We have a supply of motors of all types for printing shops on hand all the time at our factory and at the branch offices for immediate shipment. We have a consulting department for your power problems. Service free. Write us.

THE ROBBINS & MYERS CO., 1325-1425 Lagonda Avenue, Springfield, Ohio.

Branches in NEW YORK, 145 Chambers Street; PHILADELPHIA, 1109 Arch Street; CHICAGO, 501-515 W. Jackson Boulevard; BOSTON, 176 Federal Street; CLEVELAND, 1408 West Third Street, N. W.; NEW ORLEANS, 312 Carondelet Street; ST. LOUIS, Locust and 11th Streets; KANSAS CITY, 930 Wyandotte Street.

ELECTROTYPE ACME COMPANY

Acme New Process of Electrotyping
is worthy of your investigation

It does not injure the original half-tone. The costliest equipment in use and the best materials handled by electrotypers of unusual skill, enter into the making of ***every electrotype and nickeltype*** sent out from our foundry.

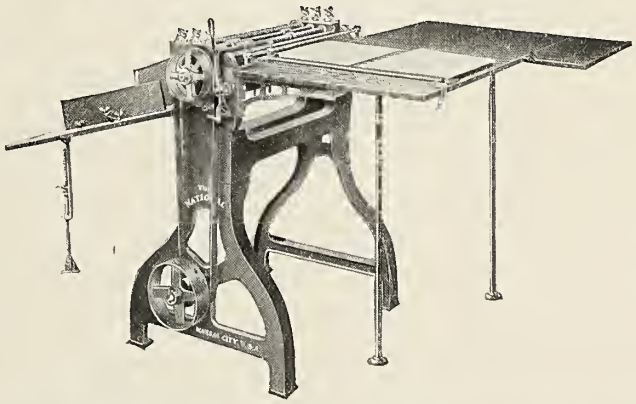
Our process is our own. We pay no royalties, therefore we are not compelled to charge more for our products.

Acme Electrotype Company
341 Dearborn Street, Chicago

FOR EVERY BINDERY—FOR EVERY PRINT-SHOP

ON FUTURE ORDERS FOR PERFORATING MACHINES

A CRIMPING SCORING SLITTING ATTACHMENT CAN BE FURNISHED



CRIMPING
Two Styles, Nothing Better.

SCORING
Single or Hinge Cover, Any Width.

SLITTING
Any Stock from Onionskin to Heavy Cardboard.

THE INDEPENDENT NATIONAL ROTARY CRIMPER - SCORER - SLITTER

NO PERFORATING

TAKING STOCK UP TO TWENTY-FOUR INCHES WIDE

Fitted for line shaft or motor drive with belt, $110; or with self-contained individual motor drive, ⅛ H. P. D. C., $140; ¼ H. P. A. C., $165. F. O. B. Factory.

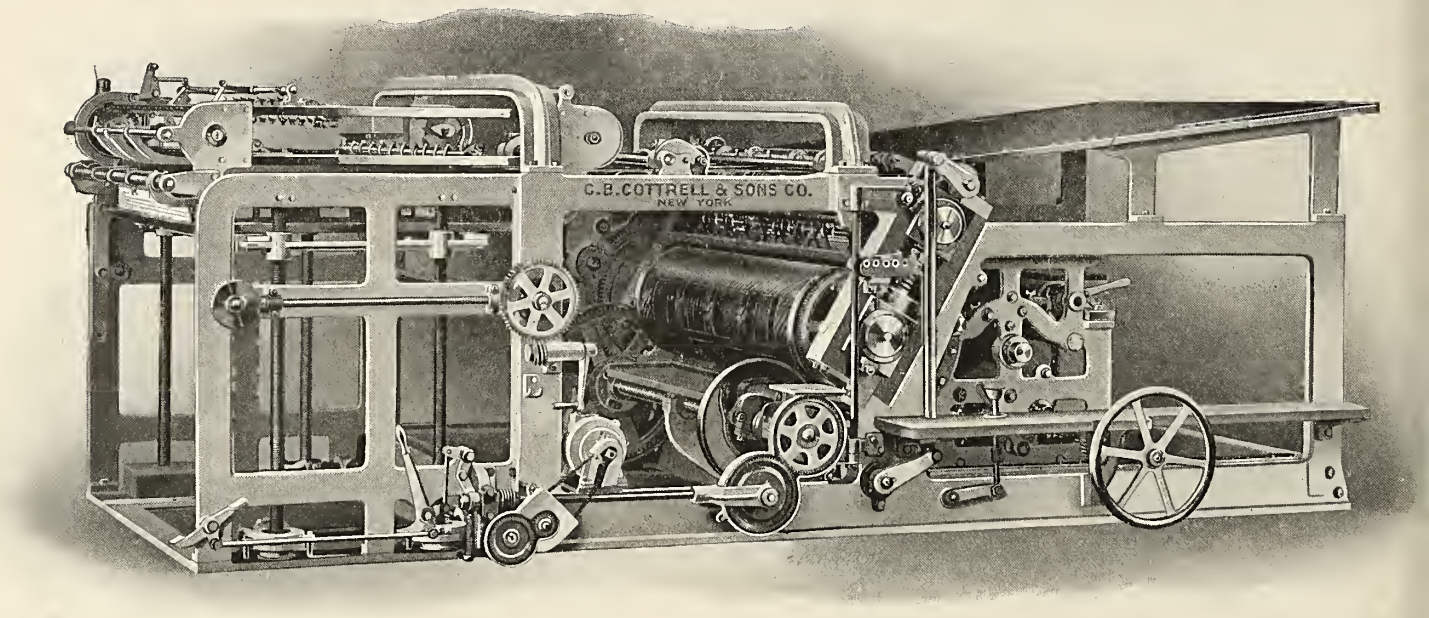
WRITE FOR FURTHER INFORMATION AND SAMPLES OF WORK

NATIONAL PERFORATING MACHINE CO.

MANUFACTURERS OF PRINTERS' MACHINERY

FOR SALE BY ALL DEALERS. 22d and So. Campbell Sts., KANSAS CITY, MO., U. S. A.

Cottrell Sheet Feed Rotary



STANDING beside a Cottrell Sheet Feed Rotary the other day, its owner said, "See how fast those sheets pile up! I can't believe it is actually running 3,000 per hour without pulling out my watch. It makes less fuss about 3,000 per hour than my flat-beds do at half that. Just look at the clean, beautiful printing of those half-tones—I would not have believed it possible at such speed. I tell you this press solves a lot of problems for us. We get quicker delivery, have more room, less expense, and need only half as many plates to get out on time—and it gives us a chance to make some good money."

DO YOU Want to know more about the Cottrell Sheet Feed Rotary? Want to see it in operation?

At your service:

C. B. COTTRELL & SONS CO.

25 Madison Square North, New York (Note new New York address) 279 Dearborn Street, Chicago

Works: Westerly, R. I.

THE

Waite Die and Plate Press

Noted for its superior quality of work, its strength and durability and its low cost of operation.

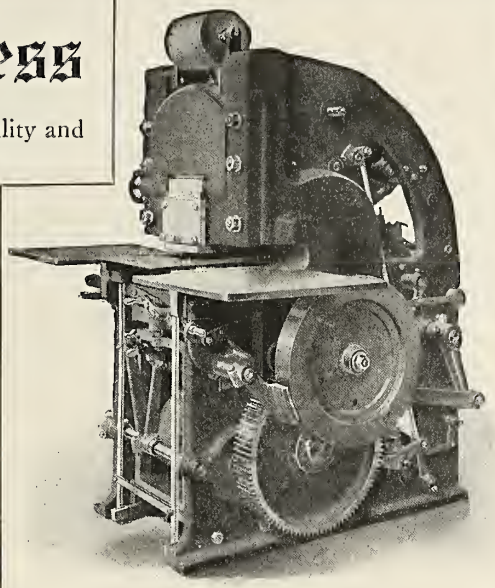
Will wear the die or plate less than any other die press.

The only die press which will give hair-line register at full speed.

THE LARGEST SIZE EVER BUILT:

The 6 x 10 inch is our latest success and has a greater capacity than any other power-stamping press ever made. It has every refinement of the smaller "Waites" and additional advantages. Prints in the center of an 18-inch sheet and is especially valuable for stamping box tops, catalog covers, photograph mounts, Christmas and fancy cards, check books with several on a page, calendars, etc.

Sizes..... 6 x 10, 5 x 9, 4 x 8, 3 x 5, 2 x 4 inch.



Size 6 x 10 inch.

Auto Falcon & Waite Die Press Co., Ltd. OFFICES AND SHOWROOMS RAND-McNALLY BUILDING

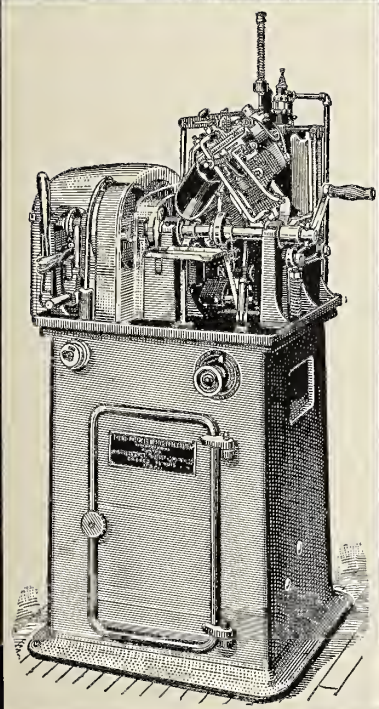
160 ADAMS STREET, CHICAGO, ILLINOIS

Eastern Selling Agent
S. P. PALMER, 346 Broadway, New York

FACTORY
DOVER, N. H.

Pacific Coast Selling Agents
GEO. RICE & SONS, Los Angeles, Cal.

WHAT IS A REAL SORT CASTER



The Nuernberger-Rettig—Why?

Because—All type cast is uniform in Height, Line and Body, and can be used as Sorts regardless of when it was cast.

WHAT WE CLAIM WE DO

CAST SOLID { TYPE, SPACES, QUADS, LEADS, SLUGS, LOGOS, BORDERS, QUOTATION QUADS. } **5 to 48 POINT**

ENDORSED BY MERGENTHALER LINOTYPE COMPANY

UNIVERSAL AUTOMATIC TYPE-CASTING MACHINE COMPANY

321-323 NORTH SHELDON STREET - CHICAGO

Largest Manufacturers of BOXBOARD in the World

UNITED
REGISTERED TRADE MARK

ASK FOR SAMPLES—
Wabash Brand
Clay Coated Board
"Wabacoat"

United Boxboard Company

General Offices, 200 Fifth Ave., New York

CLAY COATED LITHOGRAPH BLANKS AND BOXBOARDS
OF EVERY DESCRIPTION
ALSO
THOMSON JUTE, STRAWBOARD, NEWSBOARD, BINDERS' BOARD,
ICE-CREAM AND OYSTER-PAIL BOARDS
LOCKPORT PATENT COATED, TAG AND DOCUMENT MANILAS

SALES OFFICES AND WAREHOUSES

Boston Strawboard Co. - - - - 46 Federal St., Boston, Mass.
Manhattan Strawboard Co. - 141 Wooster St., New York City
Manufacturers Strawboard Co., - 149 Michigan St., Chicago, Ill.
Philadelphia Strawboard Co., 127 N. Fourth St., Philadelphia, Pa.
Queen City Paper Co. - - 420 W. Fourth St., Cincinnati, Ohio
St. Louis Boxboard Co. - - - 112 N. Fourth St., St. Louis, Mo.
United Boxboard Co., 32 N. St. Paul St., Rochester, N.Y.

"THE PROGRESSIVE PRINTER'S MONEY-MAKER"

Can be loaded from floor while in operation.

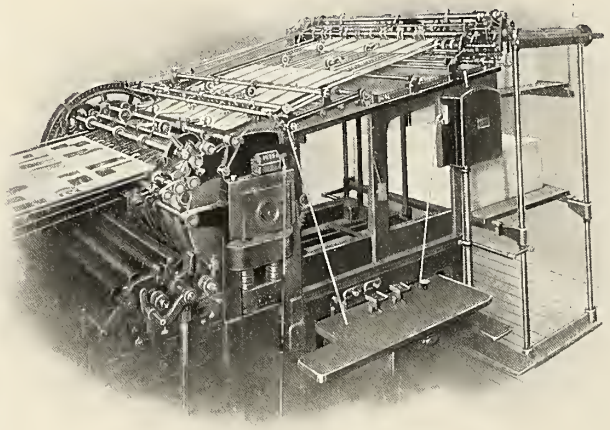
Takes up less floor space than any other pile feeder.

Easy access to form.

Combing wheel separation.

No blower, suction or electricity.

THE GUSTAFSON PRESS FEEDER



Simple and reliable tripping and stopping device.

Perfect register guaranteed.

Easy to adjust for different size sheets.

Easy to operate.

A time-saver on runs of 1,000 and higher.

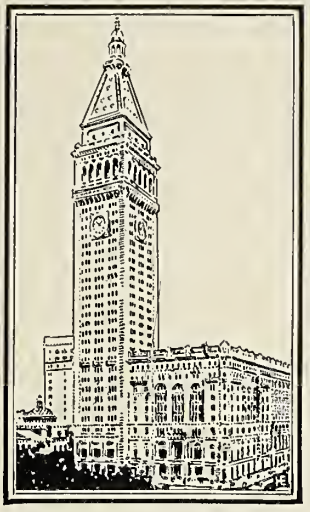
Manufactured and Sold by

CUMMINGS MACHINE COMPANY

Builders and Designers of Paper Handling and Printers' Machinery, etc.

238 WILLIAM STREET, NEW YORK CITY

Chicago - - - - - - D. H. Champlin, 160 Adams Street



TUCKER FEEDER CO.

AUTOMATIC JOB PRESSES
FEEDERS
REGISTER GAGES

ONE MADISON AVENUE
NEW YORK CITY

CABLE ADDRESS, TUCKFEED TELEPHONE, 1574 GRAMERCY

DIRECTORS

JOHN CUNINGHAM
PRESIDENT
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J. V. LEITCH
SECRETARY
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TREASURER
J. E. TUCKER
DR. J. A. CRISLER
DR. E. M. HOLDER
JUDGE T. E. COOPER

July 2, 1910.

To the Trade

U. S. of America

Gentlemen:

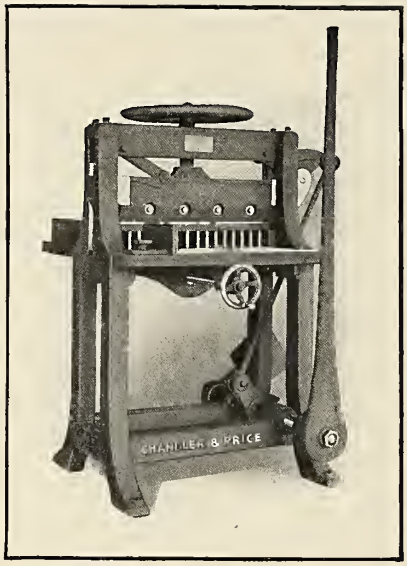
Before installing additional equipment you had best acquaint yourselves with the merits of our $750 Automatic Job Press as well as our Automatic Job Press Feeders. If you contemplate purchasing, bear this in mind: We guarantee our product to be accurate and reliable. Get all particulars, then let efficiency be considered.

Very respectfully,

Tucker Feeder Co.

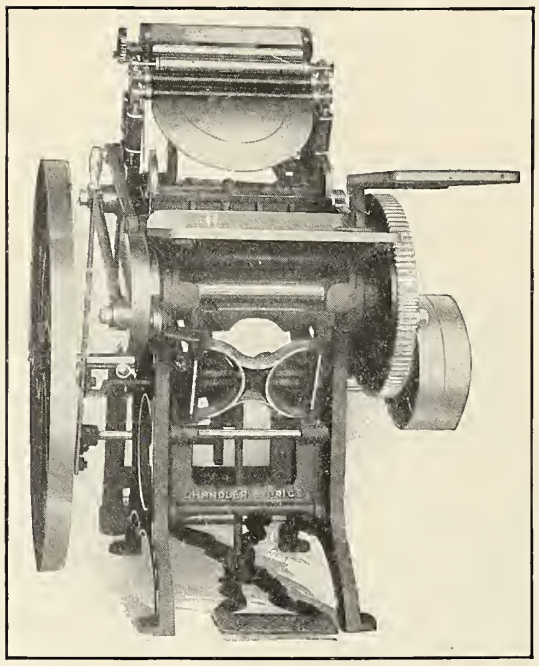
J. V. Leitch, Secretary

Built for Business



ONE'S first impression of a Chandler & Price Paper Cutter, or a Chandler & Price Job Press is that they are built for business. Simple in appearance, without frills of any kind, they are substantial in design.

¶ In the case of the Lever Paper Cutter shown herewith, the Side Frames, the Bed and the Bottom Braces—all are heavy and reinforced, guaranteeing ample metal to withstand heavy cuts without springing.



¶ The purchaser of one of these cutters we know will be satisfied. Our reputation is back of every machine we manufacture.

¶ A new catalogue, which describes our Paper Cutters and Presses also, will be furnished upon request.

The Chandler & Price Co. CLEVELAND OHIO, U.S.A.



Strathmore Talks

[No. 11]

¶ Quality in everything tells.

¶ A certain successful man, when asked recently how he succeeded in his line, said: "Just the way I would succeed in any line, by furnishing the best there is all the time and demanding a fair profit for it."

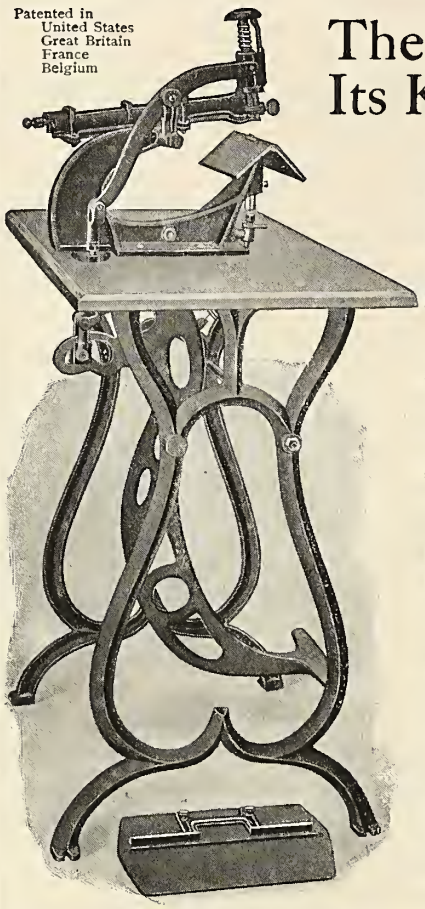
¶ Quality in paper and printing tells.

¶ It is as true of the business man's stationery and advertising literature. Think how much stuff goes into the waste-basket ***unseen.*** But no man with a soul will throw away a fine piece of printing on fine paper. He keeps it, and after a while the information on it filters into him, or somebody else.

¶ The Mittineague Paper Company, Mittineague, Mass., U. S. A., makes just such fine papers as will serve the printer and his customer. Look at the "STRATHMORE QUALITY" sample-books and see how many uses they can be made of.

¶ The combination means Art, Profit, Success.

Patented in
United States
Great Britain
France
Belgium



The Best of Its Kind

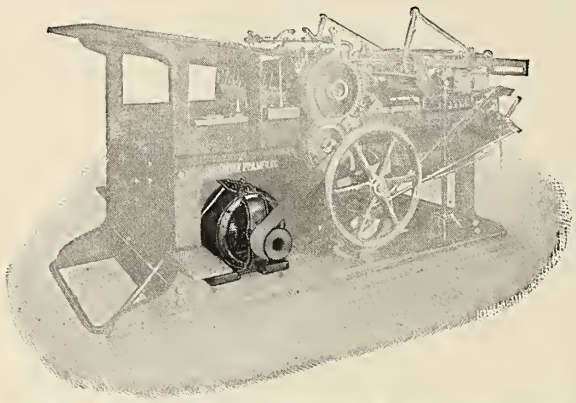
THE ACME Wire Staple Binder

Has served its purpose in prominent printing establishments for many years.

- Uses Fine and Coarse Staples.
- Binds to ¼-inch.
- Has Automatic Clinching and Anti-clogging Devices.
- Equipped with both Flat and Saddle-back Tables.
- Holds 250 Staples at a charge.

Acme Staple Co.
LIMITED
112 North Ninth Street
CAMDEN, N. J.

Equal to a Cost System for Saving Money



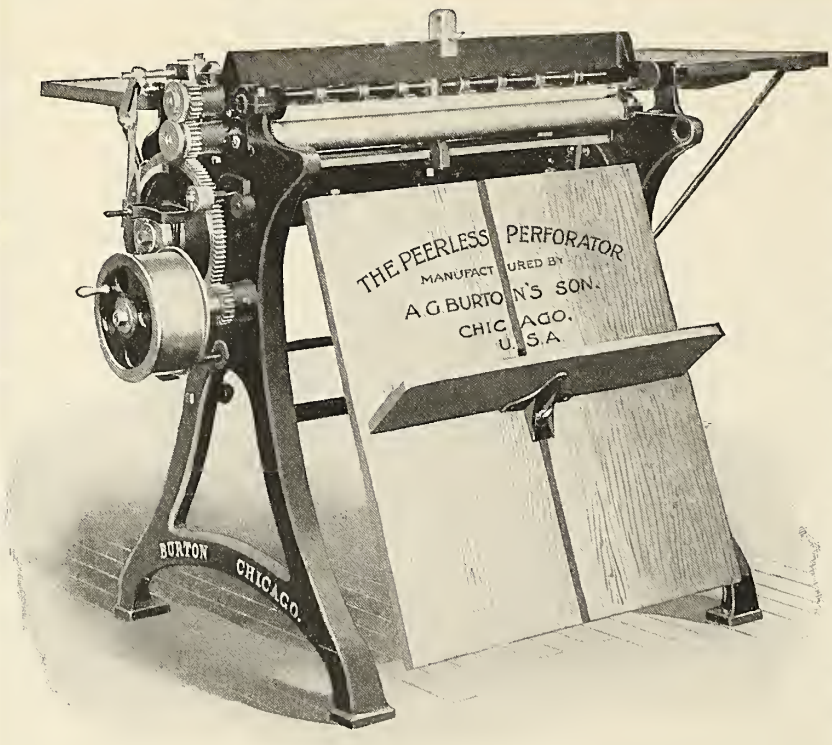
You will save money by installing Individual Motor Drive in your plant.

This system cuts down operating expenses. We are experts in this work and build printing-press motors that are highly efficient and reliable.

WRITE FOR OUR PRINTERS' GUIDE.

THE TRIUMPH ELECTRIC CO.
CINCINNATI, OHIO

IMITATION FALLS SHORT OF THE GENUINE



FOR years the PEERLESS PERFORATOR has stood as a model for imitators. It has withstood all tests, and is still recognized by the posted buyer—the buyer who would look to *service* and *future*, as the one dependable Perforator. ¶ Its rapid, perfect work, clean and thorough perforation and its wide range in thickness of stock, supplies the printer with all that can be *desired.*

SELLING AGENTS

GANE BROS. & CO. . . . . CHICAGO, ILL.
T. W. & C. B. SHERIDAN . . CHICAGO, ILL. / LONDON, ENG.
S. KOCHANSKI . . . . . BERLIN, GERMANY
MIDDOWS BROS. . . . . SYDNEY, N. S. W.

Manufactured by

A. G. BURTON'S SON

118 to 124 South Clinton Street
CHICAGO, ILL., U. S. A.

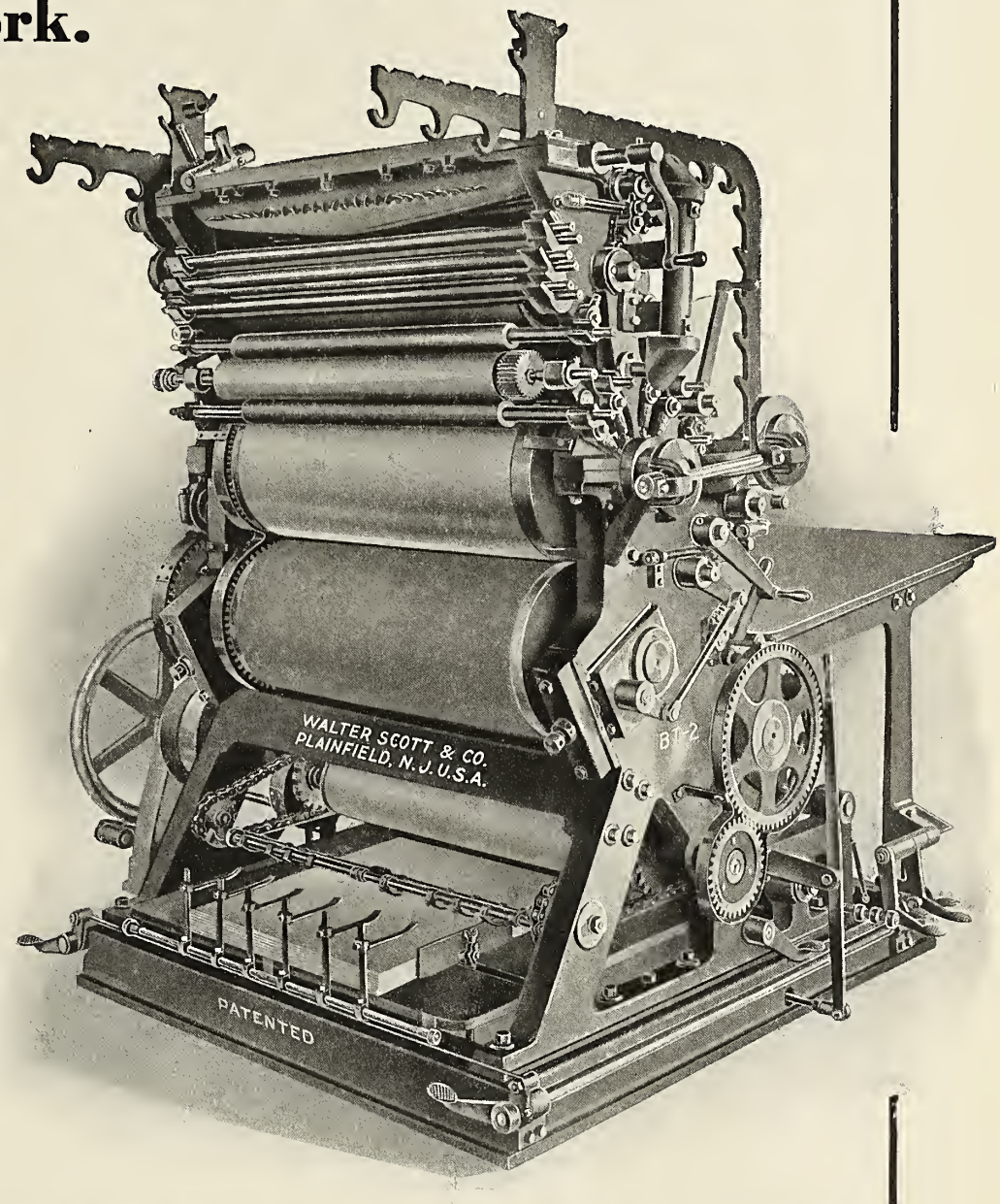
E. C. FULLER CO., 28 Reade St., NEW YORK } Sole Eastern Agents
THE J. L. MORRISON CO., Sole Agents for Canada
JOHN DICKINSON & CO., Agents for South Africa and India

The only commercially successful Offset Press on color and other close register work.

SCOTT
ROTARY OFFSET
PRESSES

are in regular daily use in a number of prominent printing and lithographing houses on colorwork requiring the most thorough distribution, hair-line register and absolute delivery.

There is no spoilage that is in any way the fault of the press. Compare this with the actual spoilage on the few color jobs that have been run on other offset machines, and you will immediately see the reason why the SCOTT Offset Press is the machine that is selected by the successful houses.



The SCOTT Offset Press allows more than twice the time for registering the sheets than any other press of its kind. Write us for details and prices.

Four Standard Sizes: 28 x 38 34 x 46 34 x 52 38 x 52

WALTER SCOTT & CO.

DAVID J. SCOTT, General Manager

MAIN OFFICE AND FACTORY

PLAINFIELD, NEW JERSEY, U.S.A.

NEW YORK OFFICE
41 PARK ROW

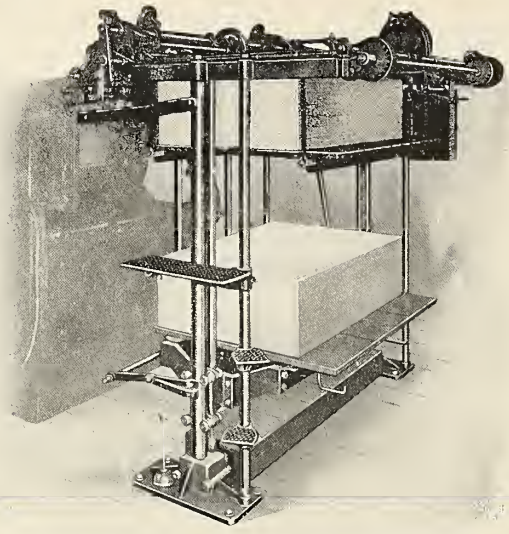
CHICAGO OFFICE
MONADNOCK BLOCK

CABLE ADDRESS—"WALTSCOTT," NEW YORK.

Codes used—A-B-C (5th Ed.) and our own.

"Tell us your requirements—We have the Press"

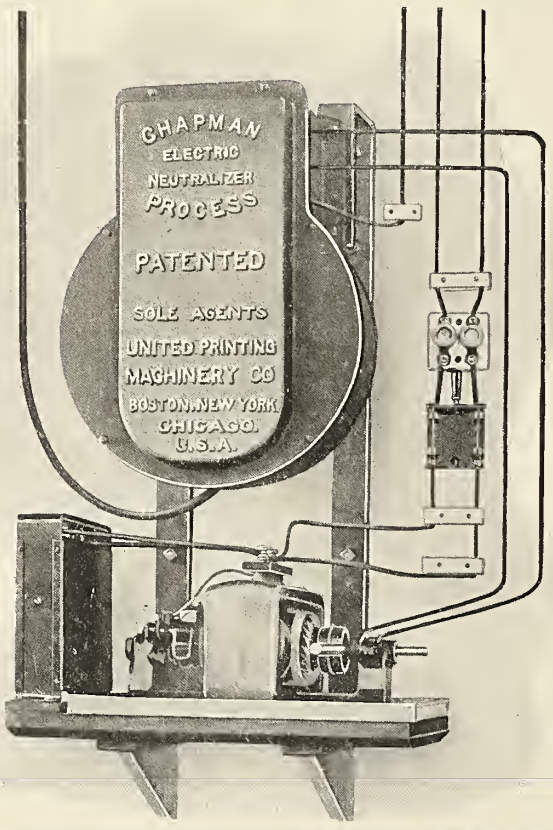
U. P. M. Automatic Continuous Pile Feeder—



Simple
Positive
Reliable

We will demonstrate to you in your own pressroom that this feeder accomplishes all that we claim for it.

Chapman Electric Neutralizer



A guaranteed cure for pressroom troubles from Static Electricity.

Offset eliminated.

Jogging easily accomplished.

Paper does not stick to the pile, catch on the guides or cling to the fly.

LET US MAIL YOU
A PARTIAL LIST OF
OUR EQUIPMENTS.

United Printing Machinery Company

246 Summer Street, BOSTON **12-14 Spruce Street, NEW YORK**

WESTERN AGENT

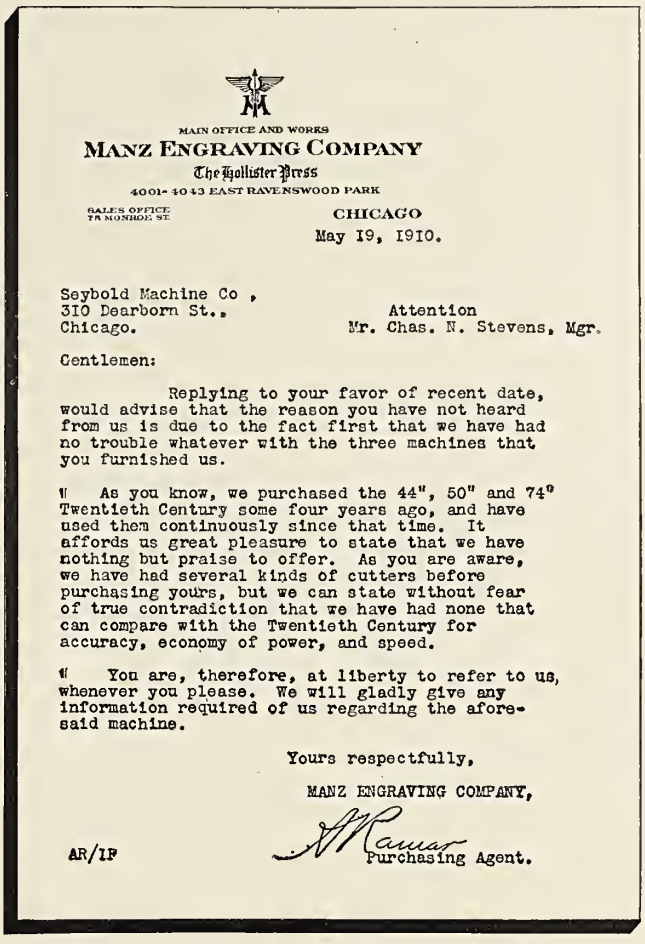
WILLIAMS LLOYD MACHINERY CO., 124-128 Federal Street, CHICAGO

MORE EVIDENCE

That the Seybold 20th Century Cutter is the King Pin of them all.

A cutting machine with an *individuality.*

Has many important features peculiar to itself.



MAIN OFFICE AND WORKS
MANZ ENGRAVING COMPANY
The Hollister Press
4001-4043 EAST RAVENSWOOD PARK
SALES OFFICE 78 MONROE ST
CHICAGO
May 19, 1910.

Seybold Machine Co ,
310 Dearborn St.,
Chicago.

Attention
Mr. Chas. N. Stevens, Mgr.

Gentlemen:

Replying to your favor of recent date, would advise that the reason you have not heard from us is due to the fact first that we have had no trouble whatever with the three machines that you furnished us.

¶ As you know, we purchased the 44", 50" and 74" Twentieth Century some four years ago, and have used them continuously since that time. It affords us great pleasure to state that we have nothing but praise to offer. As you are aware, we have had several kinds of cutters before purchasing yours, but we can state without fear of true contradiction that we have had none that can compare with the Twentieth Century for accuracy, economy of power, and speed.

¶ You are, therefore, at liberty to refer to us, whenever you please. We will gladly give any information required of us regarding the aforesaid machine.

Yours respectfully,
MANZ ENGRAVING COMPANY,
A. Manz
Purchasing Agent.

AR/IF

In addition to a very efficient brake, *a patented locking device* is provided, which *doubly* insures the knife remaining up after the clutch is released. *No such device is to be found on cutters of other makes.*

Send for a copy of our little booklet "Testimony." It's interesting.

THE SEYBOLD MACHINE CO.

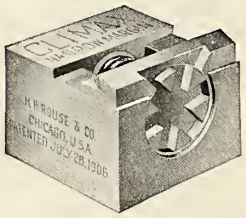
Makers of Highest Grade Machinery for Bookbinders, Printers, Lithographers, Paper Mills, Paper Houses, Paper-Box Makers, etc.

Embracing—Cutting Machines, in a great variety of styles and sizes, Book Trimmers, Die-Cutting Presses, Rotary Board Cutters, Table Shears, Corner Cutters, Knife Grinders, Book Compressors, Book Smashers, Standing Presses, Backing Machines, Bench Stampers; a complete line of Embossing Machines equipped with and without mechanical Inking and Feeding devices.

Home Office and Factory, DAYTON, OHIO, U.S.A.

BRANCHES: New York, 70 Duane Street; Chicago, 310 Dearborn Street.
AGENCIES: J. H. Schroeter & Bro., Atlanta, Ga.; J. L. Morrison Co., Toronto, Ont.; Toronto Type Foundry Co., Ltd., Winnipeg, Man.; Keystone Type Foundry of California, 638 Mission St., San Francisco, Cal.; Venney Printers Supply Co., 150 S. Ervay St., Dallas, Tex.

Climax Register Hooks



CLIMAX No. 2

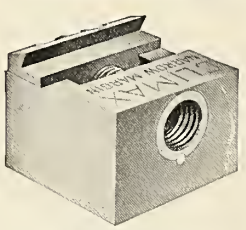
YOU WILL

eventually adopt

Climax Register Hooks

Why not

DO IT NOW



CLIMAX No. 2
Rear view showing renewable steel bushing

In all ways the best

Now better than ever

Convincing Evidence

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The Climax Register Hook (including the recess in the back of the jaw) is protected by U. S. Patent No. 894,447, issued July 28, 1908, and the public is hereby warned against the purchase of any other hook that embodies this feature.

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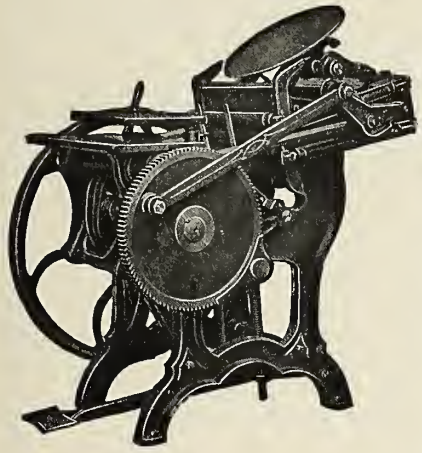
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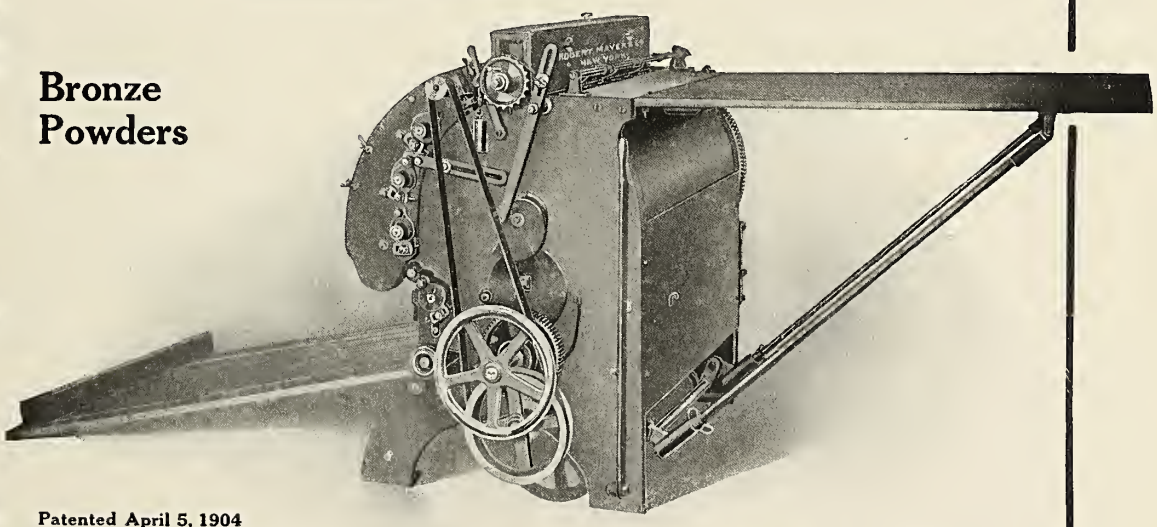
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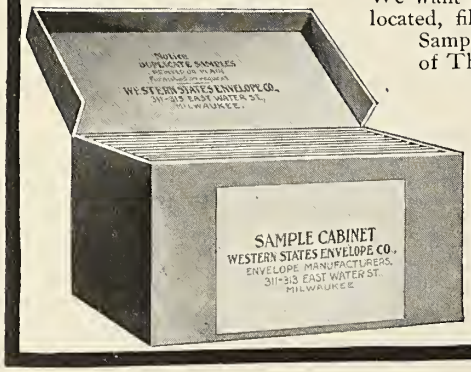
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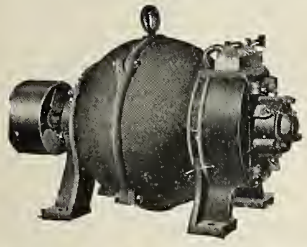
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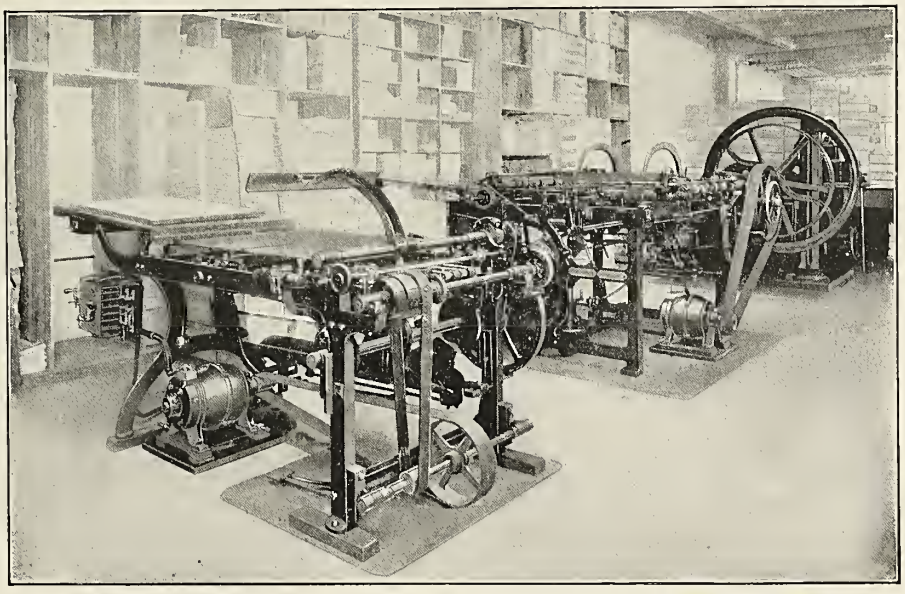


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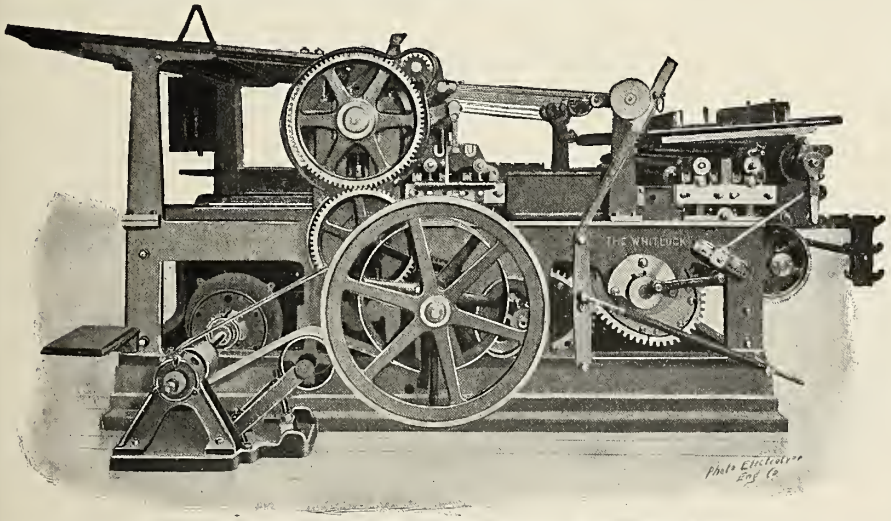
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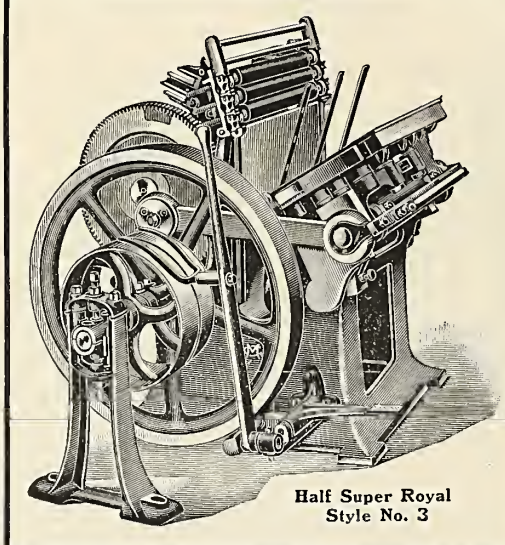
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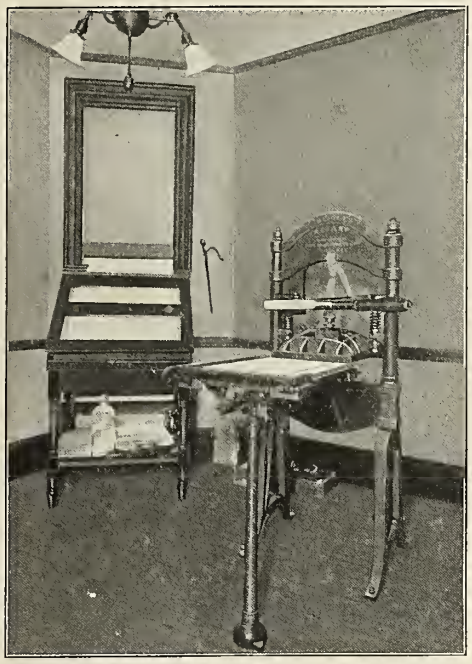
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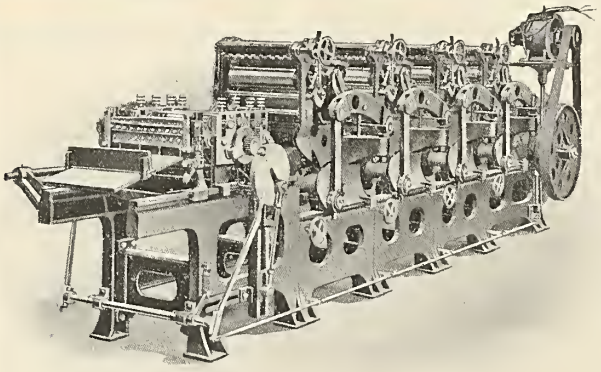
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Index Number	Index Letter	CM		CN		CO		CP		CQ		CR	
	FROM / TO	Springfield, Mass.		Athol Junct., Mass.		Fiberloid, Mass.		Ind. Orchard, Mass.		Ludlow, Mass.		Collins, Mass.	
		Miles	Fares	Miles	Fares	Miles	Fares	Miles	Fares	Miles	Fares	Miles	Fares
	Webster Junction												
51	West Auburn.....Mass.	49	$1.15	51	$1.15	53	$1.25	55	$1.25	57	$1.30	59	$1.35
52	Texas..... "	51	1.15	52	1.20	56	1.30	57	1.30	58	1.35	61	1.40
53	North Oxford Mills "	52	1.20	54	1.25	57	1.30	58	1.35	59	1.35	62	1.40
54	Howarths..... "	54	1.20	57	1.30	60	1.35	61	1.40	62	1.40	65	1.50
55	West Oxford..... "	55	1.25	58	1.35	61	1.40	62	1.40	63	1.45	66	1.50
56	Glenwood..... "	57	1.30	59	1.35	62	1.40	63	1.45	64	1.45	67	1.55
57	Webster Mills..... "	58	1.35	60	1.35	64	1.45	65	1.50	66	1.50	69	1.60
58	Webster..... "	59	1.35	62	1.40	65	1.50	66	1.50	67	1.55	70	1.60
59	Rochdale..... "	45	1.05	48	1.10	51	1.15	52	1.20	54	1.25	56	1.30
60	Charlton..... "	41	.95	44	1.00	47	1.10	48	1.10	49	1.15	52	1.20
61	South Spencer..... "	37	.85	39	.90	43	1.00	44	1.00	45	1.05	48	1.10
	South Spencer												
62	Spencer..... "	39	.90	42	.95	45	1.05	46	1.05	47	1.10	50	1.15
63	East Brookfield "	35	.80	37	.85	41	.95	42	.95	43	1.00	46	1.05
	East Brookfield												
64	North Brookfield "	39	.90	42	.95	45	1.05	46	1.05	47	1.10	50	1.15
65	Brookfield..... "	32	.75	34	.80	38	.90	38	.90	40	.90	43	1.00
66	West Brookfield "	29	.70	32	.75	35	.80	36	.85	37	.85	40	.90
67	Warren..... "	26	.60	29	.70	32	.75	33	.75	34	.80	37	.85
68	West Warren..... "	24	.55	26	.60	30	.70	30	.70	32	.75	35	.80
69	West Brimfield..... "	20	.45	23	.55	26	.60	27	.65	28	.65	31	.70
70	Palmer..... "	15	.35	18	.45	21	.50	22	.55	23	.55	26	.60
	Palmer												
71	Thorndike..... "	19	.45	21	.50	24	.55	25	.60	26	.60	29	.70
72	Whipples..... "	21	.50	23	.55	26	.60	27	.65	29	.70	31	.70
73	Forest Lake..... "	21	.50	24	.55	27	.65	28	.65	29	.70	32	.75
74	Ware..... "	27	.65	29	.70	33	.75	33	.80	35	.80	38	.90
75	Gilbertville..... "	31	.70	33	.75	37	.85	38	.90	39	.90	42	.95
76	Creamery..... "	34	.80	36	.85	39	.90	40	.90	41	.95	44	1.00
77	Old Furnace..... "	36	.85	38	.90	42	.95	43	1.00	44	1.00	47	1.10
78	Barre Plains..... "	39	.90	42	.95	45	1.05	46	1.05	47	1.10	50	1.15
79	South Barre..... "	40	.90	42	.95	46	1.05	47	1.10	48	1.10	51	1.15
80	Barre..... "	41	.95	42	.95	46	1.05	47	1.10	48	1.10	51	1.15
81	Coldbrook..... "	42	.95	45	1.05	48	1.10	49	1.15	50	1.15	53	1.20
82	Harwoods..... "	45	1.05	48	1.10	50	1.15	52	1.20	53	1.20	56	1.30
83	Williamsville..... "	48	1.10	51	1.15	54	1.25	55	1.25	56	1.30	59	1.35
84	Phillipston..... "	52	1.20	55	1.25	58	1.35	59	1.35	60	1.35	63	1.45
85	Templeton..... "	54	1.25	57	1.30	60	1.35	61	1.40	62	1.40	65	1.50
86	Baldwinville..... "	58	1.35	60	1.35	64	1.45	65	1.50	66	1.50	69	1.60
87	Waterville..... "	63	1.45	65	1.50	69	1.60	69	1.60	71	1.65	74	1.70
88	Winchendon..... "	65	1.50	67	1.55	70	1.60	71	1.65	72	1.65	75	1.70
89	North Winchendon "	10	.25	13	.30	16	.40	17	.40	18	.45	21	.50
90	Oak Street..... "	11	.25	13	.30	12	.30	13	.30	14	.35	17	.40
91	Springfield.....			3	.09	6	.15	7	.20	8	.20	11	.25
	Springfield												
92	Athol Junction..... "	3	.09	.....	.....	4	.10	5	.15	6	.15	9	.25
93	Fiberloid..... "	6	.15	4	.10	.....	.....	1	.05	3	.09	5	.15
94	Indian Orchard.... "	7	.20	5	.15	1	.05	.....	.....	2	.05	5	.15
95	Ludlow..... "	8	.20	6	.15	3	.09	2	.05	.....	.....	3	.09
96	Collins..... "	11	.25	9	.25	5	.15	5	.15	3	.09	.....	.....
97	Red Bridge..... "	13	.30	11	.25	7	.20	6	.15	5	.15	2	.05
98	Three Rivers..... "	16	.40	14	.35	10	.25	10	.25	8	.20	5	.15
99	Barretts Junction.. "	18	.45	15	.35	12	.30	11	.25	10	.25	7	.20
100	Bondsville..... "	19	.45	17	.40	13	.30	12	.30	11	.25	8	.20
101	West Ware..... "	23	.55	21	.50	18	.45	17	.40	16	.40	13	.30
102	Enfield.....	27	.65	25	.60	22	.50	21	.50	20	.45	17	.40
103	Smiths..... "	28	.65	26	.60	23	.55	22	.50	21	.50	18	.45
104	Greenwich..... "	31	.70	28	.65	25	.60	24	.55	23	.55	20	.45

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Money

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J. Rutledge

FJ

Designed and lettered by
F. J. Trezise,
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Entered as second-class matter, June 25, 1885, at the Postoffice at Chicago, Illinois, under act of March 3, 1879.

THE LEADING TRADE JOURNAL OF THE WORLD IN THE PRINTING AND ALLIED INDUSTRIES.

Vol. XLV. No. 4. **JULY, 1910.** Terms { $3.00 per year, in advance / Foreign, $3.85 per year. / Canada, $3.60 per year.

MINIMIZING COST OF PRODUCTION.

NO. I.— BY S. N. W.

ANENT all this discussion of ascertaining the cost of production, of which we have read so much, the various methods by which the cost of production may be *lessened* seem to be somewhat overlooked by those most concerned, whose interest and enthusiasm have centered their attention on how the cost may be determined. In most cases, no doubt, when once the cost of finished products has been learned, its proportions will suggest the need of methods that will reduce it, and in many cases the open road to profits, or more profits, as the case may be, lies not with the influx of new business, or the winning of a competitor's trade, but rather by the easier plan of systematically putting one's own house in order, that work may be produced in the least time at the least expense.

For the past many years — so many that the memory of most of the younger generation, at least, runneth not to the contrary — there has been much printed and more said about the economic use of time and material in the composing-room. The best methods of reducing the cost and increasing the output have been discussed in various ways as they have been experienced by those who have given them to us. It has become a chronic complaint with the proprietor that his composing-room is his most expensive department, and each cost-sheet, showing, to him, an unaccountable increase over his estimate in the cost of certain jobs, gives him mental pain that varies in degree with the amount of loss, and sometimes borders on agony. In a great majority of cases, his appeal to the foreman to know why this or that job required such an amount of time as the cost-ticket shows will be met with that greatly overworked expression, "lack of material." The average proprietor will be an enthusiastic advocate of the cost system; he will preach to his competitors the urgent need for getting a uniform and better price for their work; he will spend carfare and time in traveling half-way across the continent to be present at a gathering of the faithful master printers, and come home much enthused over the profitable meeting and the good results he feels sure will follow. But he won't spend a tithe of that time in getting a standing introduction to the details of his own business, and be able to know why there is not enough rule or type or something else to do the job in hand, nor why they can't do a job this year without the addition of a small amount of material, which the foreman timidly announces they could use to advantage, they having done the job for several years last past without such unnecessary (?) expense.

It is not the assumption of this article to explain methods that will make every job return a profit, as every job should do, but it is hoped to suggest some of the leaks and the manner in which they can be plugged. There has already been much suggested, no doubt, but it seems in the majority of shops to have fallen on barren ground, and to the ambitious workman it seems a mystery quite unfathomed that conditions detrimental to the execution of profitable work should continue, that he should still be compelled to grope in the dark when the better way has been so well lighted.

In many cases, the reason that results are not more pronounced is because they are not brought vividly to the attention of the proprietor, for it would seem to stand to reason that no proprietor of *any* business would pursue inefficient, costly methods, if he knew a better way, and in view of the general expression that "the composing-room does not pay," this should apply particularly to the printer. The composing-room will pay if it is conducted in a businesslike way, and no one thing will help to put it on a business basis more than an accurate system of arriving at cost of production.

But hand in glove with a good system of *ascertaining* cost of production there should be system of management in all departments of a printing-office to *minimize* the cost of production, which will greatly aid in obtaining and maintaining business as well as maintaining in business. Inasmuch as the writer's experience has been confined to composing-rooms, it is with them this article is meant to deal.

The inconsistency of pulling type, turning for and hunting sorts, and all their associate evils, has been so many times and so thoroughly discussed, that all printers who give their trade journals much attention should be able to quote offhand a substantial set of reasons why it doesn't pay. And having been so oft repeated, it is unnecessary to mention them except in passing, and to make brief mention of other incidental defects which are nearly related and so common they quite frequently fail to receive their proper share of consideration. For the job-faces there is but little excuse for pulling, turning, etc., and for straight matter the machines have solved the problem in many offices. In those offices that have no machines, the proprietor should use ordinary business judgment by acknowledging his office's limitations in this respect, and take only such work as he can do profitably with the material on hand, if he considers it unwise to purchase more. Sometimes a printer is called upon to do work of a more or less special character, needing special sorts. On such composition, where there is an uncommon run on such sorts as it would be unprofitable to stock up on, it would be far wiser to sublet the composition to a reliable firm in a near-by city that has Linotypes, or to a firm doing Linotype composition for the trade. The cost of freight on metal back and forth will be a mere trifle, especially when compared to the hand-set method in a shop without material.

The condition of commercial type-faces often has more to do with a shop's reputation for printing than is accredited to them. They go out on the letter-heads, advertising literature, wedding invitations, announcements, etc., in fact, on all the better class of work which the shop produces. How important, then, that their condition should not belie their mission. Yet we often see such faces as Blair, Engraver's Bold, Copperplate Gothic, Litho Roman, text letters, etc., worn until they print "smeary." These faces were designed to imitate lithograph and engraved work, but did you ever see such work smeared up like the attempts to imitate it with worn-out type? And the products of the shop on which this class of type is used are the ones by which the shop will be mostly judged. As well as the details of time inside the office, there is the prestige which the shop's products create outside that should be given a marked degree of attention. The best is none too good in this respect, and a shop can not afford to use worn-out type or material, when its product may be judged by those who will spend several hundred dollars for printed matter and have some care how it will appear.

Too little thought is given in many instances to the number of faces of type an office will possess. Five to eight harmonious, well-selected faces, plentifully stocked, are far better than twenty faces scantily supplied. Indeed, in the great majority of offices, the former amount is quite sufficient, for it effects a saving in time on composition. Having plenty of selected type saves the room that unnecessary faces would occupy, and if they are *well* selected it saves, to a certain extent, liability of inharmonious compositions and their attendant evils and expense. Several faces and scant fonts should give way to the better system of fewer faces and larger fonts, and the small printer, especially, will find this a profitable theory to put in practice.

The problem of distribution is, perhaps, responsible for as many gray temples as any other one item of composing-room management. It has ever been the *contention* of the writer that efficient, systematic distribution is as important a requisite to composing-rooms as the washing of presses is to pressrooms, and just as truly has it ever been his *observation* that it is one of the most, if not the most, slighted jobs about the composing-room. Poor distribution, or the lack of distribution, will halt and hamper composition to a greater extent than is generally conceded, as can be testified to by any compositor who has ever run amuck of either mixed or empty cases, and this includes the entire printing fraternity. Either a mixed or empty case will, unless the compositor has become calloused by a prevalency of such conditions, excite the ire and dampen the artistic ardor of any man to the extent that he doesn't concern himself so much about the appearance of the job as to redeeming the appearance of his time-ticket. From the

time type is laid in the case until it makes its exit via the hell-box route, it moves about the shop in an orbit as fixed as any in the solar system — or at least it should do so. First, it is set from the cases into various jobs; locked by the stoneman and sent to the pressroom; printed and returned to the deadstone; from deadstone distributed into the cases again. With slight variations, this is the course of every job composed, and it ought to be apparent that the quicker the type finds its way back to the cases the greater will be the percentage of time that the cases are full. Especially does this apply to offices that are not plentifully supplied with type.



WINTER IN JACKSON PARK.
Wash drawing by O. E. Hake, Chicago.

More important than getting type back into the cases is getting it into the *proper* cases. For this reason, if for no other, distribution should be considered in its true station as a very important adjunct to economical composition, and a capable man placed in charge. To the common fallacy of putting the cheapest, most inexperienced help in the office at distribution can be accredited the mixed cases and other evils of poor distribution. A practical, tactful foreman can obviate many of these physical discrepancies about a shop — practically all of them. He needs coöperation and endorsement from the proprietor, it is true, but just as much does the proprietor need the foreman's aid. Many proprietors have only a superficial knowledge of the mechanical side of printing.

Even though they be practical men, it is manifest they can not devote the time and close attention to detail that proper composing-room management would require, so it abides with the foreman to work out the shop's salvation in many of these and other respects. He should be confidential with the proprietor, and the proprietor with him. He should show the proprietor that he has the interests of the shop in mind; that he asks for material, not for the pleasure of spending the proprietor's hard-earned money, nor because he is trying to work a side line in connection with the type-founders, but because it will increase the value of the plant and enhance the output. If "the boss is slow to buy," the foreman should lead him to see the need as he sees it, take him out to the composing-room and give him prima facie evidence, figure it out for him until he will cease to look at it as an expenditure, but in its true light as an investment, and if he has either care for the present output, or concern for the future of his office, he will adopt those plans which good judgment tells him will prove good policy. Perhaps, in the figuring and discussion, it will be demonstrated to the foreman that the expense is not needed, or, on the other hand, that it can be more wisely distributed. The foreman should inject a little personal friendship into his dealings with the boss, and they will come to a better understanding of each other, and a better appreciation of their respective problems and their efforts at solution of those problems. A little humanity and a little "brotherly love" are valuable assets to any man placed in an executive position, and the printing business is no exception.

While many printers will emphatically declare (and as regards many shops, quite correctly) that a short-sighted, not to say close-fisted, buying policy is responsible for many losses, the expression "lack of material" is an often-abused and much-overburdened phrase, used to explain away deficits in printing-office profits. It is such an easy way of dispensing with an unpleasant situation that it is frequently resorted to without thought as to the propriety of its usage, there seeming to be an element of fear that the blame may be made to rest on some individual. Then, too, this reason is so much more prominent in many offices, that its use has become a habit, and no other influences are thought of or sought for. But simply because this one will suffice to parry investigations is not conclusive evidence that it is by any means the most important.

(To be continued.)

GAIN may be temporary and uncertain; but ever while you live expense is constant and certain; and it is easier to build two chimneys than to keep one in fuel.— *Franklin.*

Written for THE INLAND PRINTER.

NEW INVENTIONS AT THE UNITED STATES BUREAU OF ENGRAVING AND PRINTING.

BY WALDON FAWCETT.

THE policy of rigid economy in governmental administration which has characterized the federal establishment since President Taft took charge has nowhere been more manifest than in the conduct of the great print-shops at Washington — the Government Printing Office and the Bureau of Engraving and Printing. The policy of retrenchment, moreover, has not found expression merely in such reduction of supply bills and operating expenses as has been made possible by close figuring and minute attention to detail. Far more significant in results has been the influence of present conditions as a spur to the development of new methods and machinery designed to promote economy. New attainments in time and labor saving machinery have been demanded, and, since much of the government work obviously requires unique apparatus, it has devolved upon Uncle Sam's mechanical experts to evolve the innovations.

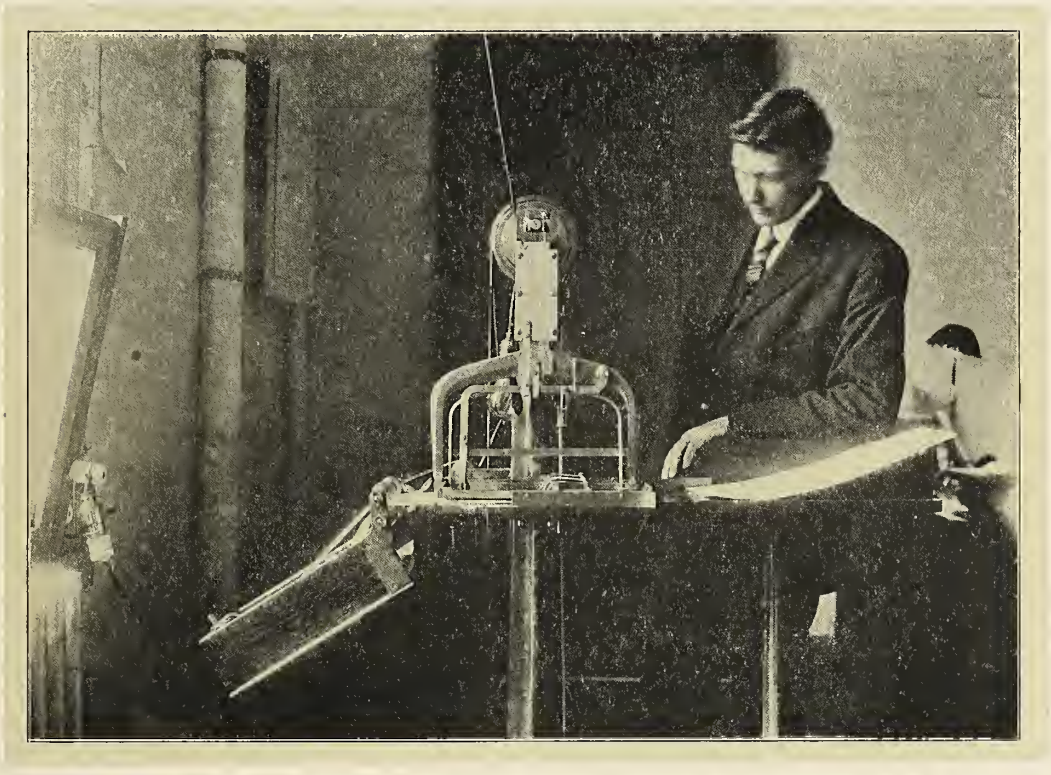
Not infrequently in the past, however, it has come about that special machines perfected primarily for governmental printing or kindred operations have in time proven a distinct benefit to the entire commercial field and this bids fair to be the case with two new types of machines which constitute Uncle Sam's latest contribution to the equipment of the printing and allied trades. The two machines referred to have been invented to quicken and economize the manufacture of bank-notes and paper currency at the United States Bureau of Engraving and Printing, and it is estimated that the installation of the improved apparatus will save the Government at least $140,000, to say nothing of economies in floor space and other incidental gains.

Oddly enough, the idea of this new perfection of mechanical processes came originally from a layman — Congressman James A. Tawney, who, as chairman of the Committee on Appropriations of the United States House of Representatives, is charged with the duty of arranging congressional appropriations for the operation of the Treasury Department's big print-shop. Heretofore the trimming of new-made currency, the separating of the bills, the placing of a consecutive number on each piece of paper money and the affixing of the Treasury Department's seal to each bit of legal tender has required as many different operations — each engaging the services of one or more

operatives — and in conclusion all the bills had to be counted by hand. In casting about for channels of economy, Chairman Tawney inquired of the director of the bureau if it would not be possible to evolve some new form of machine that would combine several or all of these operations.

The officials were somewhat dubious at the outset, but, after wrestling with the problem for considerably more than a year, they have now evolved machines that accomplish all that had been hoped for by the most sanguine. One of the new inventions is known as a combination numbering, sealing, separating and collating machine, and, with what amounts to one operation, it completes the manufacture of currency after the face and reverse of the sheets of bills have been printed by the plate-printers operating hand presses in the old-fashioned way. The other new invention, known as the trimming machine, is somewhat less spectacular than the combination machine in its operation, but it is the key to the new situation, since it trims the sheets of currency so that they can be handled by the automatic feeder of the new combination machine and without this preliminary operation it would be impracticable to put the paper money through this process.

The new trimming machine and the "feeder" and other radical innovations of the combination machine are the inventions of Mr. B. R. Stickney, the mechanical expert and designer of the Bureau of Engraving and Printing. The apparatus for consecutive numbering — 1 to 100,000,000 — is the same that is embodied in the individual numbering machines heretofore in use, a bureau invention of several years ago. The problem of embodying the new inventions in a combination machine that should also embrace the standard printing mechanism necessary for the sealing operation, is one which has engaged the attention of three of the principal printing-press manufacturers of the country. The company which has produced the machine upon which the treasury officials look with the greatest favor is likely to be given a contract for fifteen machines, at approximately $4,000 per machine.

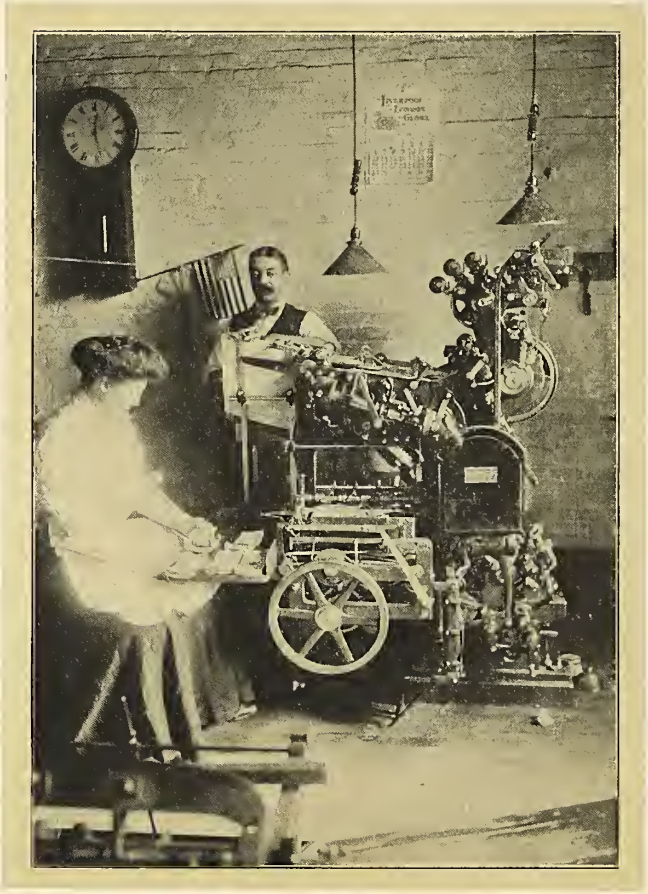


The new trimming machine invented for blanking sheets of currency at the United States Bureau of Engraving and Printing, Washington, D. C. Standing beside the machine is the inventor, B. R. Stickney, mechanical expert of the Bureau.

The new combination machine, operated by one man, with the optional aid of a woman assistant, performs in each case the work assigned to the several different individual machines requiring in the aggregate four women and two men for their operation. The new trimming machine, with a single operative in each case, will do the work that now necessitates two different machines and three operatives. In other words, each new trimming machine displaces one of the old-style trimming machines at the Bureau of Engraving and Printing and a separating machine at the Treasury, while each new combination machine displaces a numbering machine at the bureau and a sealing-press at the Treasury, and, in addition,

collates and counts the bills automatically, issuing them in packets of one hundred — a counting and sorting that represented yet another phase of handwork under the old system.

The effect of the introduction of the new machines is to abolish entirely, on July 1, the Division of Issue of the Office of the Treasurer of the United States, dispensing with the services of more than one hundred employees and effecting a saving of $78,000 a year in salaries. Under the old system currency was printed and numbered at the Bureau of Engraving and Printing, but was



Newly invented combination numbering and sealing machine, at the United States Bureau of Engraving and Printing, Washington, D. C.

sent over to the treasury building proper for the affixing of the seal that makes each note legal tender and for the separating of the notes from the sheets of four in which they are printed. The new combination machine does all of these things at one operation and consequently there is no need for the operations at the Treasury. Another economy is found in the saving of the floor-space occupied by the seventy machines displaced at the Treasury. Nor does this saving stop here. Indeed, the new machines will not occupy in the aggregate so much as ten per cent of the space required for the machines which have heretofore performed this work. As is customary with Uncle Sam, every effort will be made to find places in other branches of the government service for the employees displaced by the new inventions.

The new combination machine when run at top speed will have a capacity of 5,000 sheets per hour, but in actual operation is expected to show a minimum of 16,000 sheets or a maximum of 24,000 sheets handled in a working day of eight hours — a good comparison with the present production of 11,000 sheets per day by the average individual numbering machine and 12,000 sheets per day by the average sealing machine. The combination machine weighs about 2,500 pounds and occupies floor-space about five feet square. It is operated by a one-horse-power motor and provided with automatic stop in the event that a sheet of paper is "hung up" at any point in the mechanism. The feeder is a pile-feed, feeding from the top, and the magazine compartment has a capacity of 9,000 sheets.

The new trimming machine blanks a sheet to a center register, positioning the subject-matter in the center of the sheet when trimmed. This is of the greatest importance in bureau practice, where the subject-matter varies considerably, owing to contraction due to several wettings, the drying and to atmospheric conditions. The blanking-knife comprises male and female die, and perfect register is insured for the combination machine, which is entirely automatic in its operation. The new trimmer, which weighs 300 pounds and is operated by a one-eighth horse-power motor, is fed by hand, but the sheets are automatically delivered to a box capable of holding 500 sheets. The average run is 7,500 sheets in a day of eight hours. The new machine obviates entirely the necessity for retrimming by hand, which was found to be necessary in the case of a large proportion of the sheets trimmed by the old-style rotary machine, owing to the "buckled" condition of the paper. The bureau will require about forty of the new trimming machines, under the revolutionized conditions, and these will cost in the neighborhood of $500 each.

LET IN THE AIR.

It is a law of nature that air is always in motion, and, because this is true, we have only to lower our windows a little from the top and to raise them a little from the bottom, and the processes of ventilation will go on without our thought or care.

It is impossible to estimate the amount of misery, suffering, disease and death caused by impure air. If you would escape pneumonia and consumption see to it that you get at all times a plentiful supply of fresh air. It is free. It is your right to have it. It is the best thing you can get to keep well.

Written for THE INLAND PRINTER.

HEADING OFF RUSH ORDERS.

BY D. EDWIN KIMBALL.

"WE find that we have used our last letter-head and must have more at once, so make this a rush order. Only a couple of sheets of paper left on that last supply of letter-heads, and we have a bunch of letters that have to go out to-day. Can't you rush through a few for us by this afternoon?" Probably no printer can say he hasn't heard anxious customers talk in this way to him. And then, after he has promised to get something out in a hurry — lifting a form, probably, to get a press to do it — he breathes a sigh and wishes his customers had sense enough to look ahead a day or two and let him know when they need new stuff, without waiting till the last minute. He can't add anything to the bill for his extra trouble the rush work causes, for the price

Reserve this Package

This package contains
planned to be put aside and to be used last

When it becomes necessary to use this package it is a sign that your supply is about exhausted and an order should be placed without delay for its replenishment

Enclosed will be found a stamped addressed postal order which if mailed at once will bring you a duplicate lot of this stationery before your supply is entirely gone

By observing this simple plan you will avoid being without stationery for a single day and save us the risk of a "rush" job

The Kimball Press
Evanston
Illinois

FIG. 1.

he did the last lot for will have to stand, unless he has a row about it, and then, perhaps, he will lose the customer entirely.

Realizing the trouble and expense each such rush job brought to us, and knowing that the customer himself was necessarily annoyed by such an interruption of his routine business, we worked out a simple plan which has proved effective as a remedy.

On each regular order for stationery we make a separate package of what we believe to be at least an adequate two weeks' supply. Considering the nature of the business and the size of the concern, we can make a fairly accurate estimate of how many letter-heads will be needed for a couple of weeks. Perhaps the customer will place his order for five thousand letter-heads and tell us that this is a six months' supply. This gives an

WE hereby place our order for the following:

Deliver on or before

Our Job No. Signed

SIMPLY SIGN THIS CARD AND MAIL TO US—WE WILL DUPLICATE YOUR FORMER ORDER

FIG. 2.

easy basis for figuring the supply, which will last two weeks.

This package we seal and mark with the special label shown as Fig. 1. The number of sheets contained is marked in and the instructions about using last are thus given in full. Within the package is a stamped addressed postal card (Fig. 2), filled out with the order number, so that all the customer has to do is to mail it and a new order will be automatically entered in ample time to avoid the least possibility of the usual "rush" order.

We have found the scheme practical for large as well as small orders. The plan is so simple that the customer falls in with the idea readily and feels that his interests are being carefully looked out for. By thus making it easy to renew his order the customer is sure to return to his same printer for his next supply and usually sends along another job or two at the same time.

A HARD LUCK STORY.

The Emporia *Gazette* reprints a hard-luck story from a Great Bend paper. We have seen a number of hard-luck stories of late. And they all seem trivial and futile compared with the hard-luck story of Ole Olson, first given to the world by W. A. Washburne, a gentleman of exceptional veracity. Olson was a lumberjack. Every spring he would come into Duluth with his winter wages, get drunk and wake up without a cent. A bright idea occurred to him. Before starting on his annual spree he bought a meal-ticket — the kind that the cashier punches as you leave the restaurant — and stowed this away in his mackinaw. The next morning he awoke, as usual, without a cent; his $147 had gone, but he had the game beaten; there was his meal-ticket, with twenty-one meals on it. He felt for the ticket; it was there. But, in going downstairs, he dropped the precious pasteboard, and, before he could prevent the horrible disaster, he stepped on the ticket with his spiked shoes and punched out every meal on it! — *B. L. T., in Chicago Tribune.*



IN THE HAPPY HAND-SET DAYS.

Drawn by John T. Nolf, ex-printer.

The Inland Printer

A. H. McQuilkin, Editor.

Published monthly by

THE INLAND PRINTER COMPANY

120-130 Sherman Street, Chicago, U. S. A.

Address all Communications to The Inland Printer Company.

New York Office: Tribune building, City Hall square.

Vol. XLV. JULY, 1910. No. 4.

The Inland Printer is issued promptly on the first of each month. It aims to furnish the latest and most authoritative information on all matters relating to the printing trades and allied industries. Contributions are solicited and prompt remittance made for all acceptable matter.

SUBSCRIPTION RATES.

One year, $3.00; six months, $1.50, payable always in advance. Sample copies, 30 Cents; none free.

Subscriptions may be sent by express, draft, money order or registered letter. Make all remittances payable to The Inland Printer Company.

When Subscriptions Expire, the magazine is discontinued unless a renewal is received previous to the publication of the following issue. Subscribers will avoid any delay in the receipt of the first copy of their renewal by remitting promptly.

Foreign Subscriptions. — To Canada, postage prepaid, three dollars and sixty cents; to all other countries within the postal union, postage prepaid, three dollars and eighty-five cents, or sixteen shillings per annum in advance. Make *foreign* money orders payable to The Inland Printer Company. No foreign postage stamps accepted.

Important.— Foreign money orders received in the United States do not bear the name of the sender. Foreign subscribers should be careful to send letters of advice at same time remittance is sent, to insure proper credit.

Single copies may be obtained from all news-dealers and typefounders throughout the United States and Canada, and subscriptions may be made through the same agencies.

Patrons will confer a favor by sending us the names of responsible newsdealers who do not keep it on sale.

ADVERTISING RATES

Furnished on application. The value of The Inland Printer as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the fifteenth of the month preceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to honestly fulfill the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

The Inland Printer reserves the right to reject any advertisement for cause.

FOREIGN AGENTS.

W. H. Beers, 40 St. John street, London, E. C., England.
John Haddon & Co., Bouverie House, Salisbury square, Fleet street, London, E. C., England.
Raithby, Lawrence & Co. (Limited), De Montfort Press, Leicester, England.
Raithby, Lawrence & Co. (Limited), Thanet House, 231 Strand, London, W. C., England.
Penrose & Co., 109 Farringdon Road, London, E. C., England.
Wm. Dawson & Sons, Cannon House, Breams buildings, London, E. C., England.
Alex. Cowan & Sons (Limited), General Agents, Melbourne, Sydney and Adelaide, Australia.
Alex. Cowan & Sons (Limited), Wellington, New Zealand.
F. T. Wimble & Co., 87 Clarence street, Sydney, N. S. W.
G. Hedeler, Nürnbergerstrasse 18, Leipsic, Germany.
H. Calmels, 150 Boulevard du Montparnasse, Paris, France.
John Dickinson & Co. (Limited), Capetown and Johannesburg, South Africa.
A. Oudshoorn, 179 rue de Paris, Charenton, France.
Jean Van Overstraeten, 3 rue Villa Hermosa, Brussels, Belgium.

EDITORIAL NOTES.

OUR friends of the International Poster Printers' Association are stepping into the uplift limelight by declaring that posters must be subject to the same standards that obtain in reputable newspaper and magazine offices. Some of the members say that even short skirts will be tabooed, so far as billboards are concerned, but we "hae oor doots" about the passing of the circus bill from the country barn. No modern convenience can compensate for the pleasurable thrill that came from watching the results of the circus billposters' handiwork.

PART of the unfinished business before the American Newspaper Publishers' Association is the practice of reviewing books free in newspaper columns. When this is disposed of on a business basis, as it probably will be, is it too much to hope that the astute publishers will turn their attention to the free advertising given fistiana and the sportless magnates who profit from professional baseball? It is surely the duty of newspapers to advocate and popularize athletics, but there is no reason why those branches which are reduced to a purely commercial basis should not be put on a business plane by the press.

THE United Typothetæ of America is to be congratulated on abandoning the executive-session habit. The object of closed doors is largely to maintain secrecy, but, in these days of necessarily large gatherings, that is not attained if it so happens that any enterprising person wants to know what was done. Trade unions, except in the case of international conventions, still cling to the closed-door idea, and that fact has not a little to do with the impression in the public mind that unions are conspiracies of the out-and-out variety and not merely constructively so. Perhaps at one time secret metings of working men were necessary; if so, they were effective. They are unnecessary and ineffective now, and we are convinced that those organizations which of necessity must appeal to public opinion would gain immensely in prestige and moral force by pursuing an open-door policy. One of the veterans of the Typothetæ declared at Washington that the publicity given by the press had been greater and more satisfactory than at any previous meeting, and not a little of that was due to the elimination of the executive session.

EVEN injunction chickens come home to roost. Railroad officials and attorneys expressed great glee when the President and the courts used injunctions and the so-called Sherman antitrust

law to curb trade-union activity. Political exigencies produce a condition where the present administration finds it advisable to call on the courts to curb the railways, and lo and behold! the magnates show irritation. They say that control by the courts threatens the means of their existence. If the judges prove to be severe on the common carriers it may be that a cataclysm is at hand; on the other hand, if the courts deal lightly with the railroads, the unrest among shippers will increase and some other means of effective railroad control will be devised. The magnates have piled up a notable array of injunction precedents against labor organizations that will now arise to plague them. The present campaign may be the beginning of a government ownership of railways agitation among business men, much as the campaign of the early nineties against the railroad workers begot the Socialist party. If the supremacy of the railroad magnates be threatened it will be because they did not make a judicious use of their power. They invoked the aid of the courts — very unfairly in the opinion of many and very cleverly in the opinion of others — to circumvent their employees, and now the same engine is used against them, to their temporary confusion at least.

Settling Things "Right."

In the readjustments that are continually going on to make it possible for men to live and work in harmony, groups that consider themselves possessed of rights or privileges peculiar to themselves, at the critical times when these rights or privileges seem likely to be modified, come together to consider ways and means to protect themselves, and to settle things "right." And settling things right means to them settling them the way they want them. Industrialism has inequalities handed down from tradition. Until there is largeness of view directed to equalizing its problems; until all the interests that make up the product of an industry have a voice in the deliberation of the copartnership, nothing can be settled right.

The Printer of the Future.

Time was when many printers were possessed of a sentiment that their work should be performed with little desire for material advancement; that its nature was so closely related to the civilization of mankind, it perforce must be largely one of love and duty! And a number of the craft's members to-day seem to be enamored of this old idea. While it is a noble sentiment, the effect has been to retard rather than develop the greatest of all agencies for the education of the people. If growth is to come in any business, the men engaged in it must be fitted for their work. Their reward should be sufficient to give time for study and research, for investigation and experiment. Just as poverty is the implacable enemy of the social uplift, so is it the most formidable foe to business development. Prices for printing that make it necessary for the employer to crowd his employees into an insanitary and consumptive-breeding den are a curse even to those who directly reap the temporary advantage. But how much greater is this curse to the trade itself, and to those who are devoting their lives to it? And if, in addition to this, low wages, small profits and long hours are the rule, where is the opportunity for self-culture, either for employer or employee?

THE INLAND PRINTER has viewed with growing hope and faith the efforts of employing printers to establish a businesslike system of costs. This new movement is the outgrowth of a steadily increasing knowledge that guesswork business methods, with their resultant demoralizing prices, have done and are doing incalculable injury to the trade, to its members and to the public.

This awakening assures us that the printer of the future will be a recognized *business* man — that he will have a broader conception of his responsibilities to the trade and his duty both to his fellow craftsman and the general citizenship of his community. For all of which he will be under everlasting obligation to those patriotic printers of to-day who are giving freely of their time and energies in an effort to place the whole trade upon higher business ground.

College-bred Printers.

The purpose of Harvard University to include in its curriculum a practical course of instruction in printing is viewed with approbation by the Omaha *World-Herald* as a step toward securing more intelligent and better equipped men in the profession. That there is reason for this attitude toward the university's innovation, there can be no doubt. The more complete the education of those who intend to make the printing business their life-work, the better are their chances for success, just as it is so in any other calling. Likewise the trade itself will be benefited by having as its members those whose education has been polished in the colleges and universities.

But old-time printers will be prone to smile rather sardonically upon reading the following statement of the *World-Herald:* "There will be an advantage to employing printers in having college graduates, who can spell, to do their composition work." The fact is, in order to round out

their education, college graduates need training in a printing-office or newspaper composing-room if they are to become competent in spelling, punctuation and division of words.

The failure of colleges and high-schools in America to graduate men and women who can spell and punctuate correctly is almost notorious. The cause of this failure is difficult to solve. But that there is something wrong in the system of teaching these subjects in our schools no one will deny — at least, no printer, who is daily handling "copy" of professors, schoolteachers and business men, and is therefore in a position to know.

With the Omaha editor, we welcome the college graduate's entry into the printing-office. His general education will be an asset of value both to himself and the trade. And when he comes we will teach him how to spell and punctuate and divide words, adding to his education that which he failed to acquire at the college.

Making Printers.

That indifference and selfishness have been stumbling-blocks to a thorough training of apprentices in the printing trade, there can be no doubt. Organizations of both employers and employees have not given the attention and care to the welfare of the future printer that a proper trade pride and patriotism should develop. On the one hand, journeymen have been fearful of an overproduction of printers, and this fear has had the effect of engendering an indifference to the opportunities of young men who have entered the business. On the other hand, employers, in their eagerness for better financial returns in some cases, and through a lack of foresight in others, have failed to grasp the importance of requiring their foremen to use diligence in the proper teaching of apprentices. All of this, however, is an old story. Both masters and journeymen have awakened to the need for a change, and it is gratifying to note here and there a genuine effort to coöperate in bringing about a more healthful condition under which apprentices are to be schooled in the art preservative of arts. Progress is shown in that a number of rules governing the employment of apprentices have been agreed to by joint committees of the New York branch of the Printers' League of America and Typographical Union No. 6. That improvement could be made in them, there is little doubt, but that the rules are a distinct advance over previous efforts of master printers and employees to meet on a common ground of agreement in the interest of greater trade efficiency, will, we believe, be admitted generally. These rules were published on page 72, of the April INLAND PRINTER, not because we believed them to be of especial merit, but rather to interest more sharply the members of the trade throughout the country in the question. With this aim in view we urge a study of this important subject, and invite an open discussion of it in our columns.

Perversion of a Good Quality.

He came into the office to talk about high prices and the scarcity of jobs. One could see a certain amount of manliness and independence in his eyes and general get-up. And certainly he was living in a blue haze, with blacker clouds on every horizon. In a few days an opening was heard of and the young man informed. He didn't accept the opportunity because, forsooth, he said his self-respect forbade him doing so. Once upon a time, this firm or its foreman had discharged him because he "wouldn't do." He admitted he had learned a great deal since then, but his "independent spirit" wouldn't permit of his working there — he was not even required to seek employment, he merely had to go, take off his coat and pile in. The young man could not or would not see that this was a perversion of what was perhaps his best spiritual trait — his independence. He has an entirely wrong conception of manliness, his exhibition being the gratification of a foolish prejudice or the parade of a pet grouch. His principal virtue had gone to seed and had become a vice. Properly nurtured and guided, it would have led him to accept the offer with avidity for the purpose of displaying his capacity to make good. Even if he were not quite sure of his ability to give satisfaction, he should have had the courage to try. His failure to do so deprived him of some wages, of an opportunity to learn, and consigned him to a longer period of character-destroying idleness. That lack of courage also closed the door of one avenue of opportunity, for the Good Samaritan in this case — being an impulsive man, given to quick judgments — said in a this-ends-you-and-me tone, "Humph! he's afraid."

High Prices and Wages.

While the housewife is now making the ado — or it is being made on her behalf — about high prices, if they are not curbed they soon will present a serious problem to proprietors of small manufactories. Inflated prices are increasing the cost of production, though contracts and other potent obstacles prevent increased returns. The great mass of mankind is not opposed to high prices, for, with unusual regularity, it votes for fiscal and financial policies that are said to insure them. The trouble arises when a great majority

find that what they have to sell does not share in the increase. In the end, things adjust themselves, but the period of adjustment extends over ten or fifteen years, which makes a big gap in the money-making life of the average man. Thus, if a laborer or an employer happens to have his lines thrown among those groups of industries where adjustment is a slow process, a panic recurs before he has an opportunity to "break even." Usually, the wage-earner has steadier employment during an era of high prices and has the benefit of low prices during periods of unemployment. These conditions compensate him in a measure; but, on this occasion, when he was out of employment two years ago, prices remained stationary, where they did not advance, and, since the revival of business, they have been going up at an unprecedented rate.

It is not an exaggeration to say this condition is causing alarm in quarters usually callous to such situations. Almost every institution in our social life has been blamed for our present plight. The automobile craze has been pointed out as the guilty one, and the practice of ordering groceries through the 'phone also has been reprobated as the cause of our woes.

The remedies are as numerous as the alleged causes, and just as questionable. A gentleman who writes periodically on public questions, and apparently from the standpoint of "big business," has been unburdening his soul. He is sure the middle man is the major ogre of the influences that make for high prices. He has several remedies, one of which is to raise wages. In industries having "effective unions" there is not much need for concern, but, urges this writer, "as for those wage-workers who, having no union, can not demand and enforce increased pay, employers should recognize their needs and not be slow in making their pay conform to the higher prices of prosperity."

In the circles of high finance in which this gentleman moves, or the class he "writes up to," there appears to be a disposition to favor increases of wages. These comfortable persons forget that, as high prices increasingly influence the cost of production, it becomes more and more difficult for

A PRAYER FOR BUSINESS MEN

By Walter Rauschenbusch

WE plead with thee, O God, for our brothers who are pressed by the cares and beset by the temptations of business life. We acknowledge before thee our common guilt for the hardness and deceitfulness of our commercial life, which leads so many into temptation and causes even the righteous to slip and fall. So long as it must be that man is set against man in a struggle for wealth, help them to make their contest in some measure a test of excellence, by which even the defeated may be spurred to better work. If any man is pitted against those who have forgotten fairness and honesty, help him to put his trust resolutely in the profitableness of sincerity and uprightness, and, if need be, to accept loss rather than follow the others on crooked paths. Establish in unshaken fidelity all who hold in trust the wealth of others. The property and welfare of our nation are controlled by our business men. Help them to realize that they have high public functions and let them not betray the interests of all for their own enrichment. Grant them far-sighted patriotism to subordinate their work to the public weal, and a steadfast determination to transform the disorder of the present into the nobler and freer harmony of the future. Let the spirit of Christ, which goes out from thee and which is ceaselessly pleading within us, prevail to bring our business life under Christ's law of service, that all who guide the processes of factory and trade may feel that high consciousness of a divine calling which blesses only those who are the free servants of God and the people, and who are consciously devoting their strength to the common good.

Courtesy of the "American Magazine."

employers in competitive trades to meet pay-roll requirements. The writer referred to says the "middle man must be fought." While there is a distinct difference between the functions of an employing printer and a storekeeper, yet the economic environment of the first-mentioned does not differ materially from that of the storekeeper. Both serve the public through competition, and both are subject to rises in prices of what they have to buy in the way of raw material. Both sell in the open market, and the pressure is of the severest character. Though advising them be ever so easy an undertaking, it is difficult for employers so situated to increase wages. We have abundant evidence that scores of business men find it hard work to keep the ship moving in face of the present high-price gale. Financiers of high degree and their factotums may urge increases of wages, as they will serve to allay the rising tide of discontent, but the average employer is ill-equipped to do it now. THE INLAND PRINTER believes in the maximum wages and best of conditions for employees, but we know that from an employer's standpoint this is a very unpropitious time to increase expenses. And for the same reason that makes more money an imperative need with the employee — high prices of raw material.

A Clearing-house for Apprentices.

The continued and well-sustained discussion of what to do with apprentices is an encouraging sign of the times. It is one of the many events that show the growth of the social instinct. To be sure, we always have discussed the apprentice, but not from the standpoint we do it now. Formerly, when he was not being denounced for stupidity — or for being a mere youth, forsooth — journeymen and employers were wrangling as to their respective responsibility for the decadence of the apprenticeship system and deterioration of apprentices. Like age, economic changes creep on us gradually, and a generation or so ago we did not see clearly that our changed attitude toward the apprentice was the result of the natural development of industrialism. In keeping with its traditions, the craft was in the van in this respect. Without realizing it, the trade had very largely passed from the artistic stage to that of being a business industry, and the pressure for money subordinated altruistic considerations. The justification for each unit in the process of production was the profit there was in it. In these circumstances it was natural that employers should cease to take apprentices for the purpose of making men of them; stern necessity required that boys be turned into profit-makers as soon as possible. Naturally, also, journeymen saw in profit-making apprentices serious competitors in the struggle for existence, and ceased to regard them as their especial care; in truth, the average journeyman had to hustle to hold his own with the boy who was educated as a specialist.

In a large way, these things have in some measure righted themselves, or are better understood, and the prospects of the boy have been vastly improved. That helpful thought is in the air is proved by similarity of desire on the part of people in widely separated portions of the globe. We find Vincent Pitman, in an able address delivered before the Printers' Managers and Overseers' Association, of London, proposing a great central school to do work very similar to that being done in the North End Union School, at Boston. Mr. Pitman's plan is more elaborate than that which prevails in Boston, for he contemplates having some branch of the Government interest itself in a youth before he leaves school, for the purpose of ascertaining the trade he intends to follow. From the time the selection of a vocation is made the youth's public-school education is to be designed for the purpose of fitting him for that vocation. On leaving the public school the youth would be required to spend a probationary period in, say, a school of printing, or in one or more departments of an office. If he passes this ordeal successfully, he can be apprenticed to an office, which would be compelled to assume some responsibility relative to the boy having ample opportunity. If during the period of this apprenticeship the youth show signs of ultimate unfitness, he is to be transferred to some more suitable department. To us this may look like a dream, but it is not really so alarming as it appears. If governmental agencies make a specialty of developing live stock, why should they not pay heed to the need for good mechanics and citizens? It would seem to one untrammeled by tradition that it is as important that boys and girls should be fitted for their purpose in life at least as well as lower orders of creation.

Mr. Pitman has worked out his scheme to much greater length than we have space to indicate. However, so far as trial apprenticeship is concerned, the experiment at the North End Union in Boston has been sufficiently successful to justify us in saying that the plan is a good one. It reduces to a minimum the chances of a boy making a selection and becoming a misfit for life; it increases his usefulness in the office, and, in Boston, at least, has increased the boy's total wage-earnings during the four-year apprenticeship period. Its success, however, must be attributed largely to the public spirit that has animated those

connected with the Boston school, from the earnest heart-in-his-work instructor, Mr. Stewart, to the employers who give liberally of their leisure to help along the school.

Compensation to Workers.

At the instigation of the National Association of Manufacturers, employers throughout the country are discussing employers' liability and industrial indemnity. This has not come any too soon in a country that has been designated "the world's industrial slaughter-house." As in Great Britain, Americans have been followers of the *laissez-faire* doctrine in the matter of compensation to injured employees. They argued that the government had no right to interfere in such matters — that the courts should settle such questions — all of which was very pleasant for the wealthy employer.

In the early seventies, when Germany was beginning to take its place as an industrial nation (and when the European working-class population was restive), it realized that some means should be provided whereby the burdens following death and accident should be so distributed as not to fall entirely on the workers. As the Reichstag is a representative body, embracing a powerful working-class party, Germany has in thirty years established an admirable system of compensation for injuries, etc. — a system that automatically makes for the preservation of life and limb and the prevention of economic loss. For many years British manufacturers successfully scouted such ideas as paternalistic. Seven or eight years ago the knowing ones scented something like a revolution in the air, and printing-trade employers, at least, began to petition Parliament for the introduction of the German system. Workingmen held seats in Parliament, and they objected at the beginning to establishing a system based on the principles employed in Germany. They said the greed of employers, and not the workers, was responsible for the lack of intelligent laws to provide for those who had fallen in the industrial struggle. The workers insisted that these be looked after here and now, instead of provision being made for future armies of injured. This appealed to the voters, with the result that there is now an old-age pension law, which places the burden on society, and compulsory compensation laws that impose a heavy burden on employers. British capitalists for years opposed any method of indemnity — scientific or unscientific — and are reaping the harvest of an unscientific, and, therefore, unsatisfactory, remedy. But it is a remedy, and so popular that, so far as we know, it was not assailed during the last campaign, though a few years ago he was a poor prophet who did not predict the political extinction of Lloyd-George for fathering the old-age pension scheme. It, however, proved his political savior.

The situation here is something like it was in Great Britain a decade or so ago. American employers have had the English system (duty free), their lawyers soothing them by mouthing strange words about paternalism when systematic compensation was mentioned, but the maiming and killing went on at an appalling pace. After a quarter of a century of industrialism we see what the logical-minded Germans saw in the seventies, and what the Britons began to realize a decade ago. There is the army of deficients now on the market. What is to become of them? Will the people say they are entitled to compensation? There is a possibility they will insist that, if it is proper to compensate the youth who is slightly injured in 1912, it is also proper to aid the man who was incapacitated a few years earlier. Having fostered a heartless, illogical and unscientific system for many years, it would not be surprising if we adopt a planless, and, to some extent, inefficient method of reformation.

The elements against a repetition of British experience in this particular are that the working classes here are not as keen to take advantage of their political opportunities as are their British fellows. If they were, the governmental machinery is not as responsive to their demands as is that of Great Britain. And both of them are far behind the German worker, when it comes to wielding political power; which suggests the thought that if the employers really desire to get the best and most satisfactory results they will endeavor to come to an understanding with labor concerning a basis from which to build a fairer and more equitable system. As a rule, the workers are not directly represented in our legislatures, while the success of the German plan is due largely to the fact that the workers or their direct representatives had a large part in developing it.

JUST AS YOU MAKE IT.

Life is just a constant grind,
If you wish to make it so;
All the breezes are unkind,
If you grumble while they blow.
Every hill is bleak and drear,
Not a song-bird that you hear
Ever sounds a note of cheer
If you wear the mask of Woe.

Life is triumph, life is joy,
If you wish to make it so;
Why let little ills annoy?
Toss them off and let them go.
All the woods with glee may ring;
Every season may be spring,
If you have the heart to fling
Laughter in the teeth of Woe.

S. E. Kiser, in Chicago Record-Herald.

Written for THE INLAND PRINTER.

PRINTING ON CELLULOID AND OILY OR GREASY SURFACES.

BY EUGENE ST. JOHN.

WE don't often see sharp, clean printing on celluloid, which has long troubled many pressmen and not a few ink-makers. One need not be a clairvoyant to discern the cause of the trouble. The slick surface of the celluloid makes a printing surface about as inviting to ink as glass. As if this were not bad enough, the celluloid seems to be oily or greasy besides. We give a few practical pointers that will be found helpful.

The impression should be rigid, only hard packing, and little of it, being used. The rollers should be lively yet well seasoned, that is to say, not tender. Such a job as this is best done on a press with superior distribution. The ink used should be first-class, having good covering capacity. To enable the ink to hold on the celluloid, thoroughly mix with it a little bullock (or ox) gall, or, if this is not easily procured, a little ammonia water *(aqua ammonia)*. Too much stress can not be laid on the necessity of thoroughly mixing any corrective with an ink. The gall or the ammonia water will help the ink to hold firmly to the celluloid. As the ink can not penetrate this material, the drying must be entirely on the surface, and here the question naturally arises, how can the ink be made to dry more rapidly? This depends on what sort of an ink you are using. Some inks are made up to dry rapidly, and to such as these it is useless to add drier, because you merely increase its tackiness and pull on the roller without increasing the speed of drying. This is so because the oil vehicle in which the pigment is carried will take up just a small quantity of drier and too much siccative is just as bad as none at all. You can try the drying properties of your ink on paper before using it on celluloid. If it dries very slowly on paper add a little manganese borate, which is as good a drier as can be bought. Most large painters' supply houses carry it. It must be thoroughly mixed with the ink, and only as needed for the job in hand, as it causes standing ink to "liver" and take on "skin."

The gall and ammonia water serve the same useful purpose in printing on leather, oily paper, etc.

PRINTING ON CELLULOID AND METALS.

Considerable trouble in getting printing-ink to adhere to celluloid may be avoided by placing the sheets of celluloid in a clean vessel and allowing them to remain three minutes covered by grain alcohol. This removes much surface grease and slightly softens the celluloid. After removing it from the bath begin printing as soon as the spirit has evaporated.

The same procedure is helpful in the case of sheets of tin, aluminum, zinc, copper and brass, and benzin or an alkaline aqueous solution may be substituted for the alcohol. A very stiff ink, charged with all the drier the rollers will distribute without tearing the composition, is needed. Slip-sheeting is not so good as laying the sheets as soon as printed on wooden trays, so that each sheet is untouched on the printed side. These trays should be placed near great heat, so that drying *may be hastened.*

A WATERPROOF VARNISH.

A waterproof varnish or lacquer, not to be mixed with printing-ink, but to be brushed or printed over it, is either celluloid or collodion, dissolved in amyl acetate.

FIRST PRINTING-PRESS IN CALIFORNIA.

George H. Himes, of Portland, Oregon, in a letter to the editor of the Portland *Journal*, gives an interesting history of the invasion of California and Oregon by the printing-press. The letter was called forth by a dispatch in a recent issue of the paper from Berkeley, California, recording the death of Mrs. Caroline Cecelia Calhoun, in which the statement was made that her husband brought to California the first printing-press ever operated in the State, and that "Mrs. Calhoun came around the Horn, in a sailing vessel, in 1851. The printing-press, brought on the ship, was set up in San Francisco, where her husband, Charles Calhoun, established the first printing-press." Mr. Himes took exception to this statement, and submitted the following corrections:

"The first press in California was established in January, 1833, at Monterey, by José Figueroa, the Spanish governor. The first production issued from that press was the official address by the governor upon assuming his official duties, dated January 16, 1833. This document was 6 by 7 inches in size, contained nine lines of printed matter, and was worded in the usual grandiloquent style so customary among Spanish officials. Between the above date and the year 1845 there were many official documents of different kinds issued by the Spanish authorities.

"The first English printing in California was a newspaper called *The Californian*, issued at Monterey, on August 15, 1846, by Messrs. Colton & Semple.

"The second newspaper in California was the *California Star*, issued weekly, in San Francisco, beginning January 7, 1847, by Samuel Brannan, and edited by Dr. E. P. Jones. It was a four-page paper, 12 by 15 inches. The press used in printing this paper was brought to San Francisco by Mr. Brannon on the ship Brooklyn, which arrived there on July 31, 1846. There are good grounds for supposing that that press was brought to Portland in November, 1850, and used in printing the *Oregonian*, the first issue of which was on December 4, 1850.

"Early in 1847 the *Californian* was removed from Monterey to San Francisco, and, about November 18, 1848, consolidated with the *California Star*, under the name of *The*

Star and Californian. After a fitful existence of a few weeks, owing to the close proximity of the newly discovered placer gold mines, and the difficulty of keeping printers at work, that paper stopped, and, on January 4, 1849, the *Alta California* appeared and was issued once a week for a number of years. In due time a daily was issued and the publication continued until recent years.

"In addition to newspaper presses in San Francisco, it is evident that there were job-presses there, also, from the fact that the first directory in that city was published in September, 1850, by Charles P. Kimball.

"Before closing, for the information of the present generation and to show that the Oregon pioneers were not the sluggards that some people suppose them to be, I will state that the first newspaper in Oregon, the *Oregon Spectator*, was first issued at Oregon City, on February 5, 1846, six months and ten days before the first newspaper in California was published."

SPEAKING OF SURPRISE PARTIES.

The friends of Mrs. Grace Kuppinger surprised her last evening at the home of Elmer Russell.—*Mason City (Ia.) Globe-Gazette.*



Copyright, 1910, by the Procter & Gamble Company.

WOODCUTS IN ADVERTISING.

There is a tendency on the part of large national advertisers to return to the use of woodcuts for illustrative purposes. The specimen above, shown by courtesy of the Procter & Gamble Company, was made by the Hawtin Engraving Company, of Chicago, who are specializing in this line of work. Woodcuts will print perfectly on all grades of paper, even when the lower grades of ink are used, and can be engraved to give results as soft and delicate as the finest half-tone, or they can be varied to give strong, contrasty effects. There is no filling-in of the printing, the uniform depth of the cut avoiding this. Electrotypes from the woodcuts sacrifice nothing of printing quality, but the woodcut should never be used to print from directly, but preserved as a pattern for electrotyping.

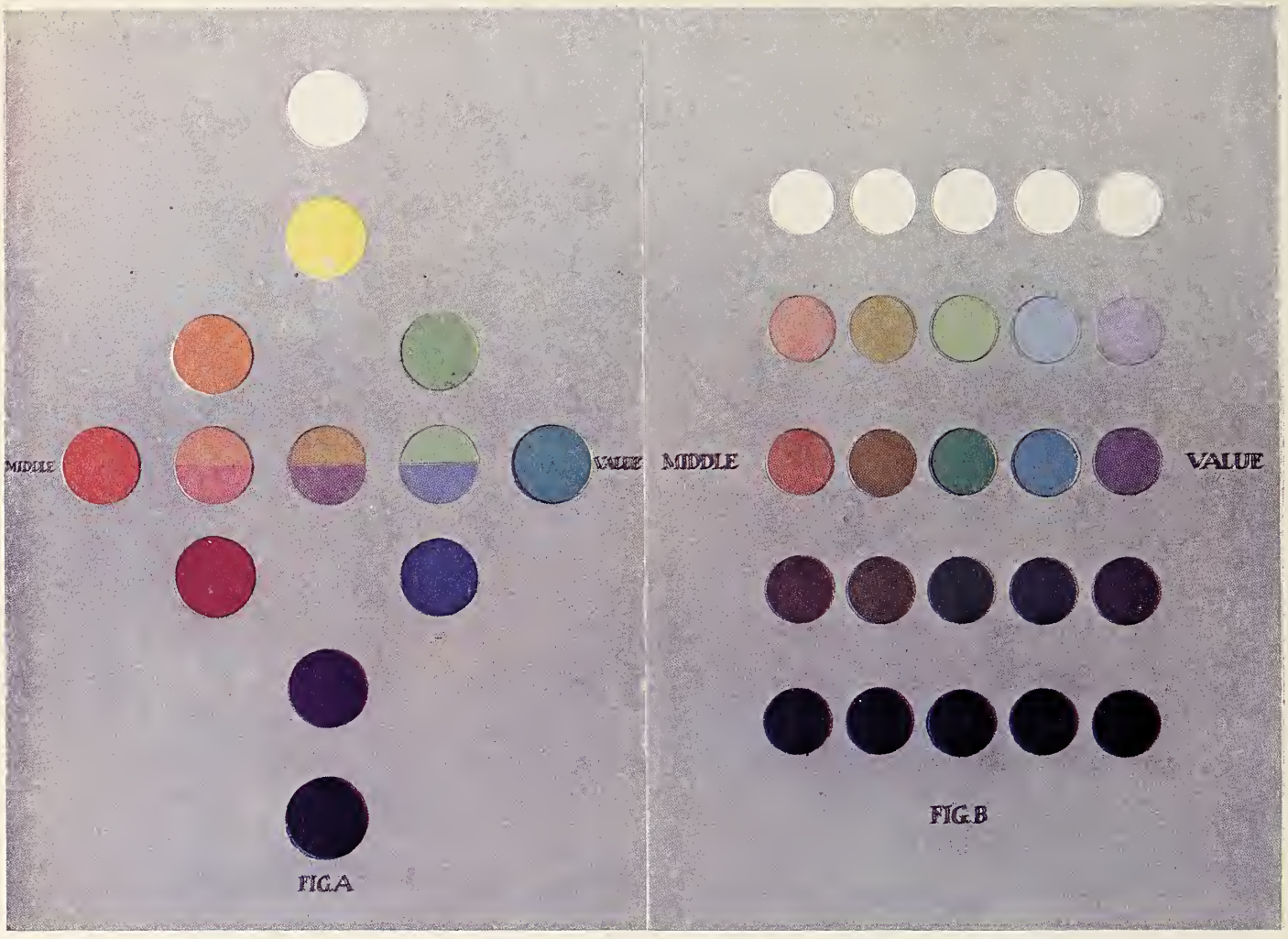


FIG. A.— Scale of values, adapted from classroom design by Prof. Walter Sargent, University of Chicago.

FIG. B.— Mr. Munsell's five colors in middle value and middle chroma, with a lighter and darker value of each, together with black and white.

FIG. C.— Value scale of the maxima, highest chroma, of the five colors.

FIG. D.— The middle values, shown in Fig. B, arranged so that the complement of any color is a mixture of the two colors opposite. Thus the complement of green would be a mixture of red and purple, i. e., red-purple.

FIG. E.— Diagrammatic value scale of the twelve Maerge colors.

FIG. F.— False color balance, based on the old Brewster theory, which gives the primaries as yellow, red and blue; secondarics as green, orange and purple; tertiaries as citrine, russet and slate; quaternaries, also classified under tertiarics, as olive, plum and sage.

FIG. G.— The correct primaries, red, green and blue-purple. (This color is an ultramarine, made from lapis-lazuli. Also called blue-violet.) Secondaries, or complementaries, blue-green, purple and yellow. Complementary colors are opposite.

FIG. H — Solar spectrum from a prism.

FIG. I.— Solar spectrum from a diffraction grating.



Copyright, 1910, by
E. C. Andrews.

PLATE I.

Printed by the three-color half-tone process from plates made by The Inland-Walton Engraving Company, 120-130 Sherman street, Chicago, at a speed of 4,200 an hour on the "Autopress," by The Autopress Company, 299 Broadway, New York. Wm. P. Fisher, Western Representative, Room 303, No. 315 Dearborn street, Chicago.

Written for THE INLAND PRINTER.

SCIENTIFIC COLOR IN PRACTICAL PRINTING.

NO. V.— BY E. C. ANDREWS.

ALTHOUGH Plate No. 1 (June issue of THE INLAND PRINTER)* gives a fairly accurate idea of different values in colors, no one can handle value successfully until he has actually worked with the pigments themselves. In fact, if a printer expects to be benefited by reading articles on color, he must alternate his reading with practical experiments. The laboratory is just as important in color as in chemistry. The first experiment is to construct a neutral value-scale, using black and white, and the first surprise of the novice will be the tinctorial power of black. Half black and half white by weight will be so near black itself as to show very little difference in value. Next he will find that the same bulk-quantity of different inks varies greatly in weight. Almost every color represents a different specific gravity. For example, mixing-white is over one and one-half times as heavy as half-tone black, and cover-white is still heavier. In order to obtain any degree of accuracy in compounding inks, they must be *weighed*, and *weighed carefully*. Naturally, the first thing to buy is a scale, and a satisfactory scale for just such work is sold by Fairbanks, Morse & Co. It is known as No. 932 Harvard Trip, and it comes fitted with two six-inch porcelain plates. In weighing ink, it should always be handled on glass, porcelain or marble. Brass and iron are affected by the chemical composition of the ink itself, besides tarnishing and rusting. If you weigh on paper, use a parafined or oil paper, as it is difficult to scrape ink from ordinary stock, to say nothing of the danger of getting paper-dust into it.

In arranging a color-mixing department for your own experiments, or for your pressroom, find a bench or table of suitable height; lay on it an old imposition-stone, or a piece of plate-glass, about 3 feet wide and 4 feet long; place your scales at the back, and fix a rack for a dozen ink-spatulas above. The lower part of the bench may be used for storing the inks used in mixing colors. For the neutral-gray value-scale you need two inks only — a neutral white and an untoned engraver's hand-press black. Any untoned black, of course, will answer, but engraver's proofing-black is ground with more care and represents the maximum amount of density. The ink-spatulas are more pliable than ink-knives, and you will find it advisable to buy at least six of each size. For the convenience of those who may take up these experiments, I will group the materials I would advise buying, giving the size and cost:

One piece of marble or plate glass, 3 feet wide, 4 feet long. Buy it secondhand	$3.00
One No. 932 Harvard Trip Scale, Fairbanks, Morse & Co.	7.50
One set brass-knob weights in open block, 500 grams to 1 gram, Fairbanks, Morse & Co	3.50
Six 5-inch spatulas, Devoe & Raynolds or Favor, Ruhl & Co.	1.12
Six 2¼-inch palette knives, Devoe & Raynolds or Favor, Ruhl & Co	.90
Twelve 5-ounce Gill's plain seamless ointment boxes. Get these from your druggist, who can order them from his wholesaler, or buy direct from a can factory	.25
Five pounds Neutral White, 50 cents per pound	2.50
One pound Engravers' Hand Press Black No. 2	3.00
One formula book — make it yourself	2.00

* [NOTE.— Owing to delay in transit the color chart to illustrate Mr. Andrews' article in the June issue was at the last moment unavoidably held over, and appears in this issue. Additional interest attaches to this chart, as it is the product of the Autopress, printing at high speed.— EDITOR.]

Fig. 5 illustrates such an equipment, excepting the size of the table.

In adding the formula-book, I take it for granted that any printer making the investment just mentioned will want to use this equipment for his every-day color-matching, as



FIG. 5.

well as weighing up a few experiments. The formula-book should be made in duplicate in some such form as indicated in Fig. 6. One copy of the formula, which is perforated, should be pinned to the job-ticket, after it has been carefully copied on the duplicate or permanent record. In our factory we have found it convenient to have the formula-book made up in duplicate, ten on a page, and numbered

PARTS	NAME OF INK		NO. 1
			DATE
			JOB NO.
			FIRM
			MIXED BY
POUNDS	PRICE PER LB.	AMOUNT	CHARGED BY

FIG. 6.

consecutively. If you depend on numbering when you tear out the formula-slip, it is a very easy matter to become confused and use the same formula-number for two different matches. We have also found that it pays to save a small half-ounce sample in a flat ointment-box of each formula-number, no matter how many times it may be duplicated. The original sample is saved indefinitely and

is filed away in a flat drawer, just large enough to hold one hundred samples, arranged ten by ten. The duplicates are saved for a year at least and then are thrown away.

Whether it pays a printer to do his own color-matching for jobs requiring over five pounds of ink, depends upon his location. If he is in a large city, the right inkman can do it better and more quickly, but the printer should select the inkman who uses the most care in weighing and preserving his formulas. On large runs, or jobs that are repeated in the same color-scheme, it will always pay both the city and country printer to give the inkman the order and have the ink made up to exactly suit the stock used. For jobs requiring only a pound or so of ink, even the city printer will find it convenient to do the mixing himself, and the country printer is forced to match his own colors, on account of lack of time. The scale I specified has a capacity of only one pound, which is sufficient for matching colors, and the same formula may be weighed a number of times. For larger quantities Fairbanks, Morse & Co. make a No. 1216 scale, costing $18, which has a capacity of three hundred pounds.

You will notice that I specified gram weights. In your work you consider grams as parts, and in Table II I have figured the equivalent in pounds and fractions of a pound,

TABLE II.

TABLE OF COMPARISON, PARTS (METRIC SYSTEM) WITH POUNDS AVOIRDUPOIS.

1 pound=453.592 grams — roughly, 450.

Parts (grams).	Pounds.	Rough equivalents in pounds and fractions.
1	.00220	1/500
2	.00440	
3	.00661	
4	.00881	
5	.01102	
6	.01322	
7	.01543	
8	.01763	
9	.01984	
10	.02204	1/50
20	.04409	
30	.06613	
40	.08818	
50	.11023	
60	.13227	
70	.15432	
80	.17636	
90	.19841	
100	.22046	1/5
200	.44092	2/5
300	.66138	2/3
400	.88184	9/10
500	1.10231	1 1/10
600	1.32277	1 1/3
700	1.54323	1 1/2
800	1.76369	1 3/4
900	1.98415	2
1,000	2.20462	2 1/5
2,000	4.40924	4 2/5
3,000	6.61386	6 3/5
4,000	8.81848	8 4/5
5,000	11.02310	11
6,000	13.22772	13 1/5
7,000	15.43234	15 2/5
8,000	17.63696	17 3/5
9,000	19.84158	19 4/5
10,000	22.04621	22

so that when you have completed your formula and find you have a certain number of parts, you can turn to this table and tell just how much to charge up to the job. For example, you have used 230 parts. This is between 2/5 and 2/3 of a pound, roughly 1/2; at $1.50 per pound, the charge would be 75 cents, plus your percentage for waste and handling.

Pounds, ounces and fractions of an ounce are exceedingly unhandy in making trial formulas, and when you wish to increase the formula you are obliged to change pounds to ounces and ounces to the smallest fraction of an ounce used. Then you multiply by the right number, to get the desired increase, and begin again to divide up your sixty-fourth ounces, if such be the case, in ounces, and in turn into pounds. For example, take the following formula:

White .....1 25-64 ounces.
Black ..... 1-64 ounce.
Wanted 2 lbs.

It will take you quite a little time to figure it out. Let me express the same ratio according to Table II:

White .....89 parts.
Black ..... 1 part.

Total .....90 parts.

Ninety parts is about 1/5 of a pound (.19836 exactly), therefore, two pounds would be ten times as many parts (1/5 into 2 = 10), or

White .....890 parts.
Black ..... 10 parts.

900 parts, or 2 lbs.

About the only objection to the part system just described is that ink is not bought nor sold by the kilogram (one thousand parts or one thousand grams), but by the pound, requiring one extra multiplication in order to connect parts with the avoirdupois pound. The ideal system to use in handling inks is to divide the *pound* into one thousand parts, and then, no matter how complex your formula may be, you can increase or decrease it to any desired amount with one multiplication only. My first experience in the printing-ink business was in figuring out formulas based on pounds, ounces and fractions of an ounce. If a man had purchased seven pounds of a complex formula, and wanted exactly twenty pounds more, it would sometimes take a half an hour to figure the formula accurately and verify it. Often the printer had used up all of the first lot before he had an opportunity to telephone the repeat order, and his cylinder press, as a consequence, was standing all the time we were figuring, weighing and delivering it.

My first thought was of the metric system, which is the only scientific system of weights and measures, but if it was adopted it would necessitate every man about the office and factory becoming so familiar with it that he could take an order in pounds and write the order out in kilograms. So I decided to have special weights made up which would use the pound as a basis, but would divide the pound into tenths, hundredths and thousandths. I figured the equivalents of the different units required very accurately in the metric system, using the nearest weight in either system and filing it down until it was exactly the decimal part of a pound required. There was naturally some opposition to changing our system of weighing, but we are now using the decimal system in all of our branches, even with the large No. 1216 scales, and it saves us an immense amount of time. Such a set of weights costs a few dollars more than the set of gram weights specified, on account of the extra work in standardizing. Since making the first set we have found

it advisable to make them up in dozen lots, and, if any reader of THE INLAND PRINTER cares to start out with a decimal system in his color-matching, he can write to me, care of THE INLAND PRINTER, 120 Sherman street, Chicago, and I will see that his order is properly filled. Also, if there is any difficulty in getting the other supplies mentioned, I shall be glad to furnish them as an accommodation.

The same example in the decimal system results in the following formula:

White	.089 pound.
Black	.001 pound.
Total	.090 pound.

To increase the formula to any desired quantity it is necessary to make *one multiplication only*, and, as a rule, this multiplication can be accomplished by merely moving the point to the right and multiplying or dividing by simple numbers, such as two or three. If you care to have your formula come out *exactly*, you divide the total of your trial formula, in this case .090 pounds, into the number of pounds desired, and the result will be the exact multiplier which is used with every item of your trial formula. For two pounds, .090 into 2.000 pounds results in 22.22 +, but 22 is near enough for practical purposes. Multiplying by this number gives us:

White	1.958 pounds.
Black	.022 pound.
	1.980 pounds.

For those who have trained themselves to think in ounces and are interested in adopting the decimal system, I add Table III, which shows ounces and fractions as decimal parts of a pound.

TABLE III.

CONVERSION OF OUNCES AND FRACTIONAL PARTS OF AN OUNCE INTO DECIMAL PARTS OF A POUND.

16 oz. 1.000	5 oz. 313	9-16 oz. 035
15 oz. 938	4 oz. 250	½ oz. 031
14 oz. 875	3 oz. 188	7-16 oz. 027
13 oz. 812	2 oz. 125	⅜ oz. 023
12 oz. 750	1 oz. 063	5-16 oz. 020
11 oz. 688	15-16 oz. 059	¼ oz. 016
10 oz. 625	⅞ oz. 055	3-16 oz. 012
9 oz. 563	13-16 oz. 051	⅛ oz. 008
8 oz. 500	¾ oz. 047	1-16 oz. 004
7 oz. 438	11-16 oz. 043	1-32 oz. 002
6 oz. 375	⅝ oz. 039	1-64 oz. 001*

* Approximate.

In Fig. 7 I have indicated the relative proportion of white and black for each ten divisions of the decimal value-scale, and have indicated the older artist's classification of values, so that you may connect this with the value-scale as shown in Fig. 1, April number of THE INLAND PRINTER. In constructing a decimal-value scale by weight, the first point to determine is the proportion of black and white, to give middle value. I have found that, in a number of experiments, 40 white to 1 of black was an average ratio, using the inks specified in the list. Of course, the value of the printed color depends so much on the amount carried on, that, with the same ink, it is possible to obtain a variance of ten points in value. My 40 to 1 mixture, with an average impression, showed a variance of about three points, when tested with a photometer. Of course, if you are not using the same inks, or if the density of either ink varies, you will have a different proportion for middle value. A good way to check your various attempts is to buy a sheet of Milton Bradley's white and black school-paper; then lay your printed sample of middle value between the white and the black paper and see whether the contrast is greater with either one. It is well not to tire the eyes, as a fresh eye can often detect differences in value when a fatigued eye can not. In scientific work with a photometer they make readings with each eye and take the mean, as the two eyes are seldom equally sensitive.

After you have determined your proportion for middle value, for example, 40 to 1, you substitute this ratio in the "Relative Proportion" column of the table. In the value

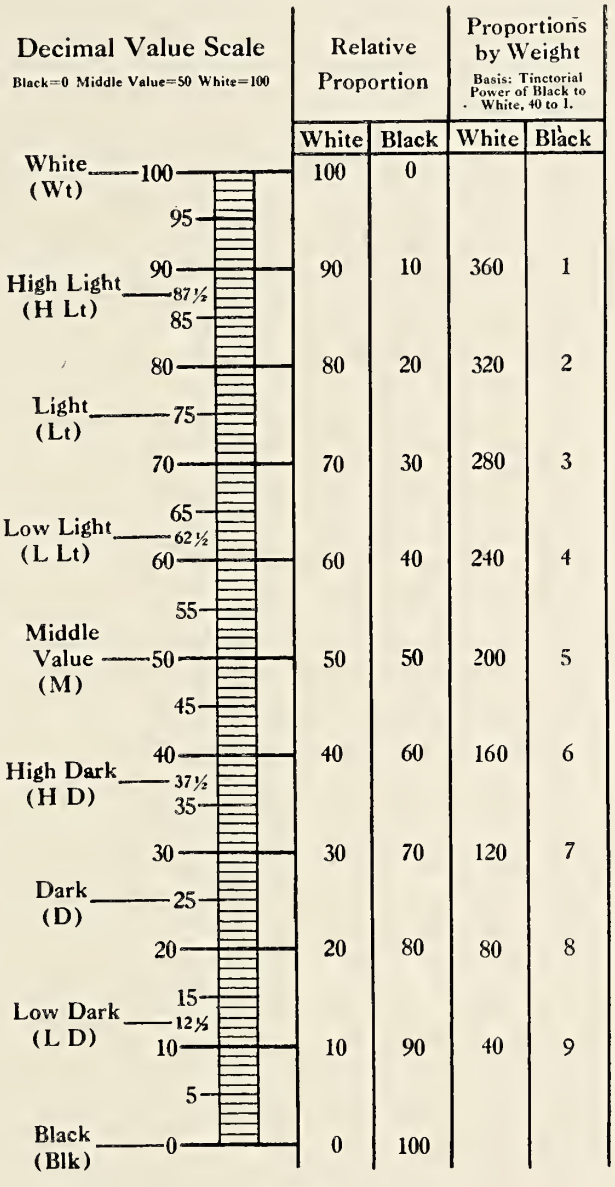


FIG. 7.

of 90 the relative proportion is 90 to 10, or 9 to 1, and, since it takes 40 of white to equal 1 of black, multiply your 9 by 40, which gives you the proportion by weight of 360 to 1.

In weighing inks, always start by weighing out the lighter color, or the white, first. If you start the other way, you may find that, in order to get the desired gray or tint, it will require more white than you can find in the whole town. I have known of a case where a pressman, who undertook to match a color for a job requiring about five pounds of ink, started out by weighing up the darker color, and before he got through he had over twenty pounds on the

slab. And, to be more accurate, it was not all on the slab. It is well also in weighing up the decimal-value scale to start at the bottom and weigh up the value of ten first, as the amounts involved are smaller than anywhere else in the scale, and if you make a few mistakes you will still have enough white left to complete. In fact, weighing the scale in parts and using the proportions by weight indicated will require about four pounds, which does not allow for very much waste if you have purchased only five pounds.

After weighing the white scrape it off the porcelain plate, one spatulaful at a time, and place it on the slab, not in a can. The best way to get every particle off the plate is to scrape the spatula on a second spatula, held in the left hand. Then weigh the black, get it on the slab the same way and mix a little of the white with the black, being sure that every trace of the black unites with the white, forming an even gray, which constant working does not show to contain specks or streaks. Then shove this gray mixture into the remaining white and mix again by pressing the spatula up and down rapidly, gathering the mass together occasionally by scraping it around its edge toward the center. It is well to use two spatulas in mixing also, holding one in the left hand two or three inches above the mixture, and scraping the ink on it with the other spatula. Do not be afraid to mix long and carefully, as mixing by hand is a difficult matter, especially if one of the inks is very heavy-bodied.

Some inks unite with other materials only after the entire mass has been warmed by the heat generated in mixing vigorously or by grinding on a mill. In making my experiments with white and engraver's hand-press black, each mixture was ground three times, to insure obtaining the full tinctorial power of the black. A mill is not necessary, however, if you use care. In making up formulas *always mix the ingredients in the same order*, as often there is a slight chemical change, which causes a noticeable change of shade when compared with the same formula mixed in a different order. This is especially true of very delicate tints.

In testing your middle value, let me add that it is impossible to judge the hue, value or chroma of an ink in the bulk, or after it is printed, but still wet. Many inks are very deceptive in their bulk-color; some of the lakes print many shades lighter than the bulk-color, while other colors dry out very much darker than when first printed.

(To be continued.)

STATE PRINTER IN A QUANDARY.

State Printer Duniway, of Oregon, is up against a problem that is worrying him so that he fears for the color of his hair. A state law provides that candidates for office may file with the Secretary of State, on a certain date preceding the biennial primary election, statements giving reasons why they should be nominated. On the other hand, any person may file written statements, giving reasons why certain candidates should not be nominated, and the Secretary of State is required to send to the State Printer all such statements, which are to be printed in pamphlet form. It is also provided that the delivery of the pamphlets shall begin not later than twelve days after the closing date for submitting the statements. Mr. Duniway doesn't know whether half a carload or four carloads of paper will be sufficient to print the pamphlets, not having any idea of the number of candidates that will take advantage of the law, nor the number of those who will file objections. In twelve days the pamphlet must be addressed and mailed to every voter in the State. But the most annoying phase of the problem is that no appropriation has been made to pay the postage on one hundred and thirty-five thousand books, no appropriation with which to buy one hundred and thirty-five thousand envelopes, and no fund with which to employ thirty or forty extra clerks, even if there were room for them. Will some fellow craftsman kindly offer a helping suggestion to the Oregon State Printer?

EDUCATING THE CUSTOMER AND STIFFENING BUSINESS BACKBONE.

It is said that if you can get a man to listen to you by repeating the same thing often enough you will make him believe it. It is with some such idea evidently that the C. F. McLaughlin Publishing Company, of Olney, Illinois, furnishes a written estimate to customers asking for figures on printing, which reads as follows:

ESTIMATE BLANK.

C. F. McLAUGHLIN PUBLISHING CO.
OLNEY, ILL.

.....19.....

TO .....

.....

ORIGINAL
Specifications.....

.....

.....

.....

.....

No. Copies.....

.....

.....

.....

Estimated charge, $.....

IMPORTANT NOTICE.

Prices quoted in advance are only approximate.

We reserve the right to base our charge on the cost of service rendered, plus a reasonable profit.

Alterations in form or copy after job is started charged extra, unless made necessary by our own mistakes.

"The Cost of an Article is Not Based on What You Pay, But on What You Get."

Around the office neatly printed cards with the following legends are suspended. These furnish a desirable "atmosphere" for the cut-price buyers:

"If others can sell equal service and quality for less than we charge, don't leave your order."

"We do not quote prices in advance on small orders amounting to less than $5. Our charge will be right."

"Regardless of advance estimates or prices charged by competitors, jobs will be billed from this office at cost of production, plus a reasonable profit."

WHAT HE WANTED.

Wadsworth (at the telephone)—Hello! Is this Main 3967?

Voice at the other end—Yes. Who do you want to see?

Wadsworth—Is Mr. Hammersley there?

Voice at the other end—Yes. Do you want to talk to him?

Wadsworth—No. I want to kiss him.—*S. E. Kiser, in Chicago Record-Herald.*

LET'S HOPE HE WAS CONVERTED.

A load from here attended the revival meeting held Sunday evening at Door Village.—*Laporte (Ind.) Herald.*

Written for THE INLAND PRINTER.

HARMONY OF COLORS.

NO. III.— BY J. F. EARHART.

COMBINATIONS WITH RED AND ITS DIFFERENT HUES.

IN forming combinations of colors, there are mainly two kinds of harmonies to be considered — *the harmony of complementary or opposite colors* and *the harmony of analogous or related colors*. Of course, the strongest color contrasts are gained when the former are selected; and the most subtle and often the most pleasing contrasts are obtained when the latter are selected. Although "The Colorist" says that "contrast is synonymous with discord," yet, it is a fact that just the reverse is the truth. All harmonies in the arts are obtained only through *contrast* — contrast of color, of tone, of form, of mass, of sounds, etc. In fact, the nature or value of every single thing that makes an impression upon the mind of man, through any of his senses, is measured by *contrast* with other things in the same class. This measurement may be conscious or subconscious, but it is present every time. So, *contrast* is, indeed, a very important word.

Among the most pleasing harmonies of color to be found in nature, is the combination of purple and green, as shown by the thousands of purple violets peeping out from their beds of complementary green leaves every spring upon our southern Ohio hillsides. This strong contrast is often exactly complementary, and is decidedly pleasing to the eye, and surely contains no signs of discord.

Some colors excite the nerves of the retina more decidedly than others; scarlet vermilion being probably more violent in its effects upon the nerves of the eye than any other color. The nerves of the retina which are directly sensitive to this color will become fatigued quicker, and, as a result, the complementary tint (the after-image) will become stronger than that produced by the observation of any other color.

It is well known that a scarlet-red has a disturbing or maddening effect upon some animals and fowls, when a mass of the color is waved before the eyes of such creatures. In the bull-fights held in Spain and elsewhere the matadores use a scarlet cloth for the purpose of enraging the bull. Deer and other animals are affected in much the same way, and also geese and other fowls. So, it is claimed that certain light vibrations are painful in their effects upon the retinal nerves of some eyes. This is really the most reasonable explanation of what we call a "discord" in a combination of colors — the effect being physically painful to the sensitive eye.

In the eyes of most people who are said to be "color-blind," the nerves that are sensitive to red are the ones that are responsible for the trouble. These nerves have become weakened through much use, or the weakness has been inherited; so that, under this condition, when a person looks upon red, the nerves directly sensitive to this color become inoperative almost immediately, with the result that, while at the first glance the impression may have been red, yet, by persistent looking, the person will apparently see a color that at times will appear to be a dull green. The tendency is the same in the healthy eye, but, in this case, the nerves sensitive to red do not become wholly inoperative. The manner in which this "after-image" effect is produced is fully explained in the article on "Contrast," in the April number of THE INLAND PRINTER. When red is used in its greatest intensity, it should be used sparingly, as a little will sometimes go a great ways. In nature we frequently see combinations of red and green, which, though not complementary, are sometimes nearly so. When the red is very intense, like the color of the scarlet geranium, then the effect is more pleasing when only a few of the flowers appear against a larger mass of the green leaves. If the leaves are very much inclined to gray, then the effect is better still. The combination of scarlet red and a brilliant Emerald green is very harsh and disagreeable; but when the violent contrast of color between the two is subdued, and the weak contrast of tone is strengthened, then the combination can become very agreeable. By reducing the purity of the Emerald green, by the addition of black or gray, the combination will at once be improved. We now have contrast of tone as well as contrast of color, with the harshness taken out of the latter. By darkening the tone of the Emerald green, the red has become intensified by contrast; the Emerald green has been forced into a secondary position, becoming a benefit to the combination instead of a hurt. In the first case, there was a violent contrast of color and a very weak contrast of tone; in the second case, the contrast of color has been subdued and the contrast of tone emphasized. *A color is always at its greatest intensity when it is seen against a background of a dark tone of its complementary color.* Red becomes most luminous and intense when in immediate contrast to a dark sea-green.

Right here I will again call the attention of the reader to the very great importance of the word "contrast," in any work of art, whether it be painting, printing, architecture, or anything in which man makes use of his creative faculties. The importance of this word is fully explained in the article on "Contrast," in THE INLAND PRINTER for April, 1910.

In forming any combination of colors, it is well to see that the different elements of contrast which enter into it, are not neglected. In the use of type-matter, contrast of form and of mass are not often wholly within the control of the printer, on account of the arbitrary nature of the materials he has to handle; but contrast of tone is mainly within his control, and can often be used to modify a faulty contrast of form, or of mass. Say, for example, we have a title-page in two colors — red and black — and our intention is to print the main line and a rule border in red, and the balance in black. In setting up the matter, we find that the main line is a little too heavy, if printed in the full red, for the balance of the page, and yet it is the best letter we have for this line. The problem is not a difficult one, for we can, to a great extent, make up for our lack of type and correct this unequal balance by the addition of white to the red. We can reduce the red to a point where contrast of tone, as well as contrast of mass, will become agreeable and, therefore, harmonious. This is simply an adjustment of the *values* in the combination.

Now, as there is a great deal of misinformation being circulated concerning the subject of color, and especially as to the meaning of some important words pertaining to color, it might be well to say a few words about the word "value," as applied to color. We say of a painting in which the relation between colors, tones, etc., is so well adjusted that it conveys to the observer a strong impression of truth, that "the *values* have been well kept by the artist," meaning that the various elements of contrast — color, tone, form and mass — have been so correctly rendered, that the different objects in the picture keep their proper places in the different atmospheric planes of the picture, whether they are located in the foreground, middleground or distance. So then, the *value* of a color is simply its *correct*

relation to its neighboring colors in any picture or design. It can not have a fixed value, because it will undergo changes both in hue and tone, every time it is placed in a different combination, the changes being due to the different conditions of contrast. A color has no value except through its relation to other colors, or its own different tones. If the reader were placed before a colored wall, so that no other color entered the eye, then the color of the wall would have no value whatever, it matters not whether the color be light or dark, pure or broken. All elements of contrast being absent, it would have no value.

Several writers upon the subject of color have tripped over the words *harmony* and *contrast*, and now a contributor to THE INLAND PRINTER has become entangled with the word *value*. *Value*, as applied to color, does not mean the various degrees of a color ranging from light to dark, independent of its relation to other colors or tones. *Value* simply means *worth*. What is a color *worth* in any particular combination of colors? What is its *value* in that combination? If it fills its place correctly in its relation to other colors in a picture or design, so that it conveys the feeling or impression of truth, then, it matters not whether the color is light or dark, pure or broken, it is at its highest value in that particular design.

When all the elements of contrast in a picture or design bear a correct relation to one another, then the *values* have been well adjusted, and the result can not be otherwise than harmonious.

(To be continued.)

THE PRINTER'S HEALTH.

Long and eulogistic accounts are being published of the Union Home at Colorado Springs, which is described as an institution for "combating the white plague." It was founded in 1886 by the late George W. Childs, of the Philadelphia *Ledger*, with the assistance of a firm of bankers. It is beautifully situated and comfortably appointed, and there is no doubt that it is a great boon to those unfortunate men who are compelled to seek its hospitality. It is delightful to read that it restores to health and activity many a printer who would have died untimely if this means of restoration had not been available. In this country we are in sore need of a similar institution for printers, and probably it will not be long before a sanatorium for the use of the trade will be erected.

Yet, such provision ought not to be necessary. We are repeatedly assured by medical specialists that consumption is a preventable disease, and, that being so, the "combating of the white plague" would be carried on more logically and more effectually by stamping it out at the source — or, rather, by eliminating the source. Energy and money must still for a time be expended on the erection and maintenance of necessary sanatoriums; but these institutions must not be allowed to occupy attention to the neglect of preventive measures. It is to be hoped that the agencies that are springing up in this country and elsewhere will be able to concentrate themselves on this aspect of the case.— *London Printing World.*

THE INLAND PRINTER agrees with the *London Printing World* that prevention is better than cure. But the *World* is not correctly informed on the purposes of the Printers' Home. Mr. George W. Childs made a present of $5,000 to the International Typographical Union; his friend, Mr. Anthony J. Drexel, gave a like amount. No suggestion was made that this gift of $10,000 should be turned to any particular purpose. It was just given. The printers put it in bank, and then determined to use it as a nucleus for a fund to establish a Home for those who needed a home. They taxed themselves on the birthdays of these donors the price of a thousand ems to add to the fund. The Annex for consumptives was an afterthought. The printers themselves have made the Home from the "talents" left in their care. They have spent hundreds of thousands in this beneficence.

MR. WILDER AND THE POSTOFFICE COMMITTEE.

The following is taken from the printed report of the Committee on Postoffices and Post Roads, bearing on the recent investigation of second-class mail rates. When it is considered that the attitude of the members of the committee in their queries to the publishers showed clearly that they were championing the postoffice officials' figures, this extract from the report will be interesting as well as amusing to printers and publishers. George W. Wilder, representing the Periodical Publishers' Association, was interrogated as follows by different members of the committee:

Mr. Gardner: As a final result of balancing accounts, about which there can be no mistake, there is a deficit of about $17,000,000, which is lost somewhere.

Mr. Wilder: If they would make a charge for the matter that they carry free there would be no deficit.

The Chairman: That statement does not agree with the department's statement.

Mr. Wilder: That statement I just made?

The Chairman: Yes.

Mr. Gardner: How much do you claim for all that?

Mr. Wilder: I will simply quote to you from page 256, of the Postmaster-General's report for 1908.

Mr. Lloyd: Where are you reading in that document?

Mr. Wilder: At the bottom of page 36, and I am reading an extract from the report of 1908. [Reads.] This 1908 report says that if the matter were charged at postal rates it would yield a revenue as follows:

Second-class, newspapers, for which there is no charge	$ 531,560.94
Franked matter	3,987,546.44
Government matter	16,362,131.95

Those figures are quoted from the report of 1908, and the total credit, then, due the department for matter carried free is $20,881,239.31, and that deficit disappears.

Mr. Chairman: You know, do you not, Mr. Wilder, that those figures which you quote from the Postmaster-General's report for 1908 are not at all in accord with the report of the Postmaster-General this year, and that those figures are made up from a recent weighing? Now, there is not any question but what these figures which you have quoted are extremely excessive. Some members of Congress have tried to keep an account of their own franked mail. It is very rough, to be sure, but I think the consensus of opinion is that they do not use over $1,000 apiece in the franking privilege. If that were true — there are 481 senators and representatives — there would be less than $500,000 used in that way.

Mr. Wilder: The answer to that, Mr. Chairman, if I may be permitted to make it, is ——

The Chairman: It would be less than one-sixth of the figures you quoted.

Mr. Wilder (continuing): *That you are doing exactly what I am doing — disputing the statement of the Postoffice Department.*

JOHN F. EARHART.

JOHN F. EARHART, whose contributions to the printing and graphic arts have given him an international reputation, was asked recently by THE INLAND PRINTER for a report about himself and his doings. Mr. Earhart's narrative is inspiring in many ways. It shows the processes through which his character developed, the influences which turned his talents to their greatest efficiency, and enabled him to find his life-work and all its satisfactions in picturing the beauty and glory of nature.



JOHN F. EARHART.

EDITOR INLAND PRINTER, — You ask me for a brief sketch of myself, and so I will give a simple outline of my doings, which I think will he sufficient for the purpose. I was born near Columhus, Ohio, and attended the puhlic schools there until I was sixteen. Tbe deatb of my father, wbo was then sheriff of the county, made it necessary for me to quit school and go to work. So, at sixteen I got employment in a cabinet shop, where I worked at the hench for about two years. I have never regretted the expcrience I gained there in the knowledge of different woods and the handling of different tools. I quit this place and started to learn the printing trade in the office of the *Ohio State Journal*. Wm. H. Paul, a kind man and an excellent printer, was foreman of tbe joh-rooms at that time, and later engaged in business for himself, under tbe name of Paul & Thrall. I worked under him for several years, and wish to say here that I owe very much to his influence and example as a tasty and skilful printer — for the desire tbat was raised in me to strive to excel in the art. I helieve that it was his early work that first brought to the surface the love for color, whicb has always remained with me, and has become stronger as the years have passed. While I have always striven to gain a thorough knowlcdge of every element that enters into a piece of good printing, yet the color side has always had the greatest attraction for me. My interest in color caused me to take up wood engraving, of wbich I acquired a good practical knowledge by working at it persistently and continuously in the evenings for several years. This enahled me in after years to engrave anything I desired to carry out my color ideas.

I went to Dayton, Ohio, and remained two years, and then to Cbillicothe, Ohio, for three years. In 1880 I returned to Columbus and entered into business under the name of The Earhart Printing Company. Invented a method of decorative printing under the name of chaostype, which was used for a time by many foreign as well as American printers.

Went to Cincinnati in 1885 and had charge of the printing department of the *Graphic Press* for nearly two years, and then engaged in the printing business under the name of Earhart & Richardson. Invented several appliances for rule-bending and bordermaking to satisfy the demand at that time for brass-rule effects in printing. Produced the "Color Printer" between 1889 and 1893. Won THE INLAND PRINTER prize of $100 in gold, offered for the most artistic card produced in colors, in competition witb the best printers of the country.

In 1895 commenced the serious study of landscape painting, with a view to ultimately following same altogether. Produced the "Harmonizer" in 1897. Became a member of the Cincinnati Art Cluh, and in 1898 withdrew from the printing business almost entirely, and have since that time devoted nearly all my time to the study and practice of painting.

In 1903 won landscape prize of $100 in Cincinnati Art Club Exhihition. Have exhibited my work in different cities and am represented in a number of private collections. I spent over six months of 1908-9 at Barbizon, France, on the border of the Forest of Fontainebleau, painting and sketching in the forest and vicinity. Througb the many days spent in the woods I became thoroughly familiar with the different features of the forest. It is an ideal spot for the landscape painter who really loves the woods, and contains a greater variety of elements of beauty tban any forest I have ever seen. It covers an area of about seventy square miles, and is made up of wooded and rocky hills, valleys and gorges; dense woods and open places; oak, heech and pine woods, with many birches and juniper trees here and tbere; thousands of great, rounded, gray boulders in strange shapes, like immense animals crouching among the trees, ranging in weight from five to one hundred tons; many of tbem spotted with lichens and mosses an inch or more in depth, in various shades of green; the finest heech trees I have ever seen, magnificent in size and form, beautifully marked with neutral tints and lichens, and covered in places with great patches of thick moss. The forest belongs to tbe Government, and is not spoiled by being made park-like, but in great part is left in a wild and natural condition.

After having become familiar with this forest I can readily understand why the great French landscape painters known as "The Barbizon Men," among whom were Rousseau, Daubigny, Diaz and Dupré, should have selected this place as the one ahove all others in which to express their intense love for nature. I hrought back with me about sixty finished paintings, made in the forest and vicinity, most of which I have disposed of. My taking to landscape painting was hut a natural outcome or development of my love for color. I have bad, during the past ten years, a number of very flattering offers to take charge of this or of that, in connection witb good concerns, and which, in several cases, would have heen much more profitable from a money standpoint than the course I have followed. But not for me. I have tasted of the freedom of the woods and the fields; and when I think color I can take my palette and brushes and say what I think quickly; and, if I desire, I can say it out loud in the presence of nature.

In printing, of course, one is greatly hampered by the aggravating slowness of the different processes necessary to give a complete expression

to an idea in color, after it has been formed in the mind. But with the brush the idea can be expressed without any delay, and right upon the heels of thought. Yours very truly, J. F. EARHART.

FERNBANK, OHIO, May 9, 1910.

Compiled for THE INLAND PRINTER.

INCIDENTS IN FOREIGN GRAPHIC CIRCLES.

BY OUR SPECIAL CORRESPONDENT.

ENGLAND.

THE Goss Printing Press Company, of Chicago, which has sales offices in London, is preparing to erect a factory for the manufacture of its presses in England. It will be located at Hayes, in Middlesex, about twelve miles north of London, on the Great Western Railway.

THE International Linotype, Limited, a company organized about a year ago, has in the year declared two dividends, one of two per cent (in November last) and one of five per cent (in May last), and reports a balance on hand of about $5,000. The company is associated as a shareholder with the Mergenthaler Linotype Company, of New York city, which latter company made a profit of $2,642,468 in the last, as against one of $2,426,716 in the preceding year.

IN many places in England evening papers treat Good Friday as they do Sundays and issue no editions on that day. This is somewhat of a hardship on those vending newspapers, as well as an annoyance to those who buy the journals to learn the results of football matches and other sporting events. An ingenious newsboy in Manchester, alert to fill a demand, played a smart trick on last Good Friday evening. He appeared on the streets at six o'clock, with a bundle of half-penny morning papers, on the margins of which he had written the scores of the day's principal events, and which he quickly sold out at a penny each.

THE National Society of Operative Printers' Assistants has obtained an injunction in the courts against the National Association of Operative Printers, prohibiting the latter from using this name, on the ground of its great similarity to the name of the former society, which made it deceiving as well as confusing. It appears the defendant society was organized by disgruntled members of the older organization, and was gotten up to oppose and annoy it. The National Society of Operative Printers' Assistants is composed of workers in various branches of the printing trades who are ineligible to join the compositors', stereotypers' or machine minders' unions.

MESSRS. RAPHAEL TUCK & SONS have been "commanded" by Queen Alexandra to publish, in an artistic form, her autograph letter to the nation on the death of King Edward VII. Sir E. J. Poynter, president of the Royal Academy, has designed a fitting border for the letter, which will be sold at two prices — 1 shilling and 1 guinea, and the proceeds of its sale will be given to some institute selected by the Queen. By the way, when subscribing to some charitable or other purpose, Madame Grundy does not permit an Englishman to subscribe in terms of pounds, which is thought vulgar; he must specify his gift in guineas. A guinea has 21 shillings, while a pound has but 20. The amusing thing about it is that there is no coin or note of the value of a guinea.

GERMANY.

THE house of Knackstadt & Näther, Limited, of Hamburg, celebrated for its artistic products in lithography, has gone into liquidation. The cause of its failure is the American tariff on post-cards, of which it exported yearly $150,000 worth to the United States. After affairs are straightened out again, it is expected to reorganize the business and continue it on a smaller scale.

THE Munich printing-trade school, with the beginning of the new school year, will have its faculty increased by the addition of two instructors, one in typesetting and the other in presswork.

THE publishers of the *Seebote*, of Ueberlingen, on Lake Constance, have sued thirty-nine Catholic clergymen, alleging these had circulated pamphlets warning the laity against patronizing the *Seebote*.

THE *Zeitung*, of Saarbrücken, which on May 1 celebrated its one hundred and fiftieth anniversary, has the distinction of remaining continuously in the possession of the family of the founder, named Huber, from the day of its first appearance up to the present.

THE new building of the Royal Library, of Berlin, now contains about 1,300,000 books. When the new structure is entirely completed it will have space for 5,000,000 volumes, which will doubtless make it the largest library in the world. During the past year the library acquired 14,446 volumes by purchase, 13,050 by presentation, 14,743 by deposit under copyright regulations, and 3,974 governmental issues and reports. It also acquired 3,987 volumes of periodicals.

A RUSSIAN named Loudine, residing at Strasburg, after years of experimenting, claims to have invented a method of obtaining color-negatives, *à la* Lumière, as quickly as ordinary monochrome negatives. Loudine did his first experimenting in Switzerland, but, as a Russian working extensively with chemicals was there looked upon as a dangerously suspicious character, he felt compelled to continue his experiments elsewhere and went to Strasburg. Particulars of his method have not yet been divulged, but if Loudine can substantiate his claims it will mark a decided advance in color-photography.

BELGIUM.

A REVISED wage-scale for lithographic workers went into effect in Brussels on May 2, which is to continue until the close of 1913. A nine-hour day is established, day shifts to work between the hours of 7 A.M. and 7 P.M., and to be in two equal portions, with one and one-half hours' intermission for the noon meal and rest. The minimum wage per hour will be, for lithographers (draftsmen, transferers, pressmen), 67 centimes; for feeders, 33 centimes; for binders, 55 centimes; for folders and sewers, 33 centimes (13½, 6½, 11 and 6½ cents, respectively).

SCOTLAND.

A LONG-CONTINUED dispute between the master printers and their workmen in Edinburgh has now been settled. The question at issue was that of employing female compositors. It is reported that the proposal by the masters that they take on no new female compositors during the next seven years was accepted by the representatives of the workmen and needs only ratification by the local branch of the typographical society.

SWITZERLAND.

TO GIVE more substantial support to the Gutenberg Stube, a historic museum of the graphic arts, at Berne, a society of printers and others friendly to it has been organized. The new society has now 110 members. The city council of Berne has repeated this year its action of last year, in donating 100 francs to the Gutenberg Stube.



DORDRECHT.

Reproduction from pastelle by Alex. Van Leeshout. Plates by The Inland Walton Engraving Company, 120-130 Sherman Street, Chicago. Printing by The Henry O. Shepard Company, 120-130 Sherman Street, Chicago.

CORRESPONDENCE

While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore, correspondents will please give their names—not necessarily for publication, but as a guarantee of good faith. All letters of more than one thousand words will be subject to revision.

"ILLUSION."

To the Editor: EASTON, PA., April 7, 1910.

I note your publication is issued at 120 Sherman street, Chicago, U. S. A. Has Chicago been removed from Illinois?

In re poem, "Illusion," page 79, April, 1910, issue: A copy of this poem has been hanging on our office wall for the past two years, clipped, I think, from the New York *Journal*. It bears the name of Ella Wheeler Wilcox, printed at the end. CHARLES B. BRUNNER.

[No, Chicago has not been moved from Illinois. It is always understood to be in Illinois, unless otherwise specified. Thank you for the information *in re* "Illusion."—EDITOR.]

AD. DISPLAY FIFTY YEARS AGO.

To the Editor: PROVIDENCE, R. I., May 2, 1910.

In the very interesting "Handset Reminiscences," in THE INLAND PRINTER for April, by Jerry B. Graham, referring to conditions in the composing-room of the New York *Herald* fifty years ago, the writer tells about the absence of display type in advertisements, and says: "Such a thing as a two-column ad. was an unheard-of abomination, and would have been an outrage on all accepted rules of typography. When the double-column ad. was first 'evolved,' it read across two columns, but the full column-rule had to go in just the same."

The above would lead one to suppose that style was the controlling factor at the time referred to, when the real cause was in the pressroom, where was a machine known as the "Hoe type-revolving machine," the first step from the flat-bed press to that where the page was fastened to the cylinder. The first of these machines was used in the Philadelphia *Public Ledger* office in 1846. The page was made on what was called a "turtle," circular in shape, and with the bed made so as to admit a portion of the bottom of the column-rule, which was V-shaped, tapering toward the feet of the type. This turtle had to be taken carefully apart each day and all the parts wiped and oiled, otherwise, the water used in handling the type would soon destroy it. There could not be such a thing as a broken column-rule, and the type had to be subjected to a tremendous squeeze, after careful justification. This squeeze, and the oil used in cleaning the turtle, combined to harass the compositor when distributing.

The reasons for confining ads. to single-column size, and eliminating large display type, are obvious, when it is understood that these turtles were fastened to a central cylinder, placed on the press in a horizontal position. The first of these presses allowed of four feeders, thereby doubling the capacity of the double-cylinder, flat-bed presses. As the demands of the newspapers increased, presses were made to use ten feeders, and then pressrooms had to be deepened. But stereotyping suggested the perfecting press, and led invention in a new direction.

The writer has seen ads. of all widths in old newspapers using flat-bed presses. WILLIAM CARROLL.

THE APPRENTICE AND THE FOREMAN.

To the Editor: SALT LAKE CITY, UTAH, May 13, 1910.

The boy had been picked up on the street and given a job proving galleys. Several years went by. The boy grew big in size and bigger in ambition. He wanted to be an apprentice and so made all the necessary applications to be registered.

The committee of the union which investigated the qualifications of apprentice applications examined the boy. They found that he was just able to read the simplest language, that he could write his name and but little else, knew not a single historical fact, and was lacking in every essential particular to make a successful printer.

The committee had discussed the subject, and had about come to the conclusion that no greater kindness could be done the boy than to turn him away from the printing business. No doubt he could find some line to which he was better adapted. But "Old Bill," the usually silent member of the committee, on this occasion spoke his mind, briefly, clearly. He said:

"Gentlemen, I am willing to concede that this boy will never make a very brilliant printer, but he has every qualification to make a hell of a good foreman. I think he should be entered as an apprentice on the books of our union."

And it was so ordered. And the former galley boy is now the foreman. Did you ever meet him?

H. H. H.

THE PRINTING SUPERINTENDENT.

To the Editor: CINCINNATI, OHIO, June 2, 1910.

I noticed in a recent issue of your excellent journal some comments on the superintendent of a printing-plant. I believe an interchange of views by these men through the columns of THE INLAND PRINTER would be both interesting and helpful.

The writer has worked up through all the steps of a printer's life from devil to manager, the position he now holds. Was for eight years chief owner of a good-sized plant, doing printing, binding and engraving. Has been associated with several of the medium-size and large offices of the country, from New York to San Francisco, as superintendent or manager. And the things he has learned, the personalities he has met, and the methods and practices of both employers and employees, that have come to his knowledge (practical every-day happenings) would surely fill a good-sized volume and be amazing, painful, encouraging, discouraging and ridiculous combined. My earliest training being in a newspaper plant—a job and newspaper office combined, and a good one, too—I suppose I became "inoculated" with the reportorial instinct of "sitting up and taking notice" of happenings, and I believe the average superintendent has this same instinct.

Anyway, Mr. Editor, if you can get the printing superintendents to "talking" through your columns, they will shed more light on the whys and wherefores of the printing business, including shop practices, costs, cut prices, "piratical" business methods, honest business methods, square men and the "buccaneers," salesmen, union and

nonunion, treatment of employees, treatment of ex-employees, human nature, "office pets," "would-bes" and the "real thing," paper, ink, electrotypes, engraving by all processes, etc., in the printing game, than all the Ben Franklin clubs in the country — and mind you, this is not disparaging the Ben Franklin clubs at all, which are surely doing a great work.

Let's hear from the superintendents, their illuminating experiences of the inside of the printing business. It surely will be interesting. W. L. SMITH.

[Suggestion approved. We will now listen to Mr. W. L. Smith. Gentlemen, be seated.— EDITOR.]

UP AGAINST THE REAL THING.

To the Editor: NEWPORT, N. H., June 1, 1910.

As an addition to the "Discursions of a Retired Printer" there is here told a true tale of the eighties, when there was conceived the plan of securing an exchange of jobwork by printing a little four-page paper, *The Exchange*, filled with specimens of standing and temporary jobs and with reading-matter pertaining to the local *New Hampshire Argus and Spectator* office. Two editions were issued, about a year apart, and each contained the imprint of about fifteen jobs.

PLEASE EXCHANGE.



Addresses were found in THE INLAND PRINTER, and the response in nearly every case was highly creditable to the many artists who are ever ready to assist the rising "star," and no doubt the scheme is worthy of trial to-day.

One of the issues went forth in a No. 9 envelope, on which was printed a home-made cut, of patent leather, representing a pair of very dilapidated pants, intended to portray the poor comparative character of our work, with the words "Please Exchange" printed above it.

Among the offices whose specimens were highly praised was one in a Southern city, and its budget was looked forward to with much expectancy.

The reply gave evidence that the cut interested that office much more than the specimens, and that in a wholly unlooked-for situation and a literal interpretation of our envelope request we were "up against the real thing," as, at the close of a lengthy letter from the somewhat humorous foreman, it was stated: "We deeply regret that we can not possibly 'exchange' with you — the proprietor is a woman." GEORGE B. WHEELER.

MR. EARHART ON MR. ANDREWS.

To the Editor: CINCINNATI, OHIO, June 7, 1910.

While I do not care to enter into a useless controversy with any one, at the same time I can not allow a misleading statement or an unfair criticism to pass unnoticed. The unfair critic will often quote only that part of a statement which apparently gives the color of truth to his criticism, while leaving out any qualifying reference to same, which would show the criticism to be without sense or justification. A criticism by Mr. E. C. Andrews, in the June INLAND PRINTER, belongs to this class. For example, Mr. Andrews says: "Mr. Earhart's suggestion to use brass rings of various ratios for measuring inks shows a lack of practical knowledge of the varying specific gravities of different inks. A can that holds five pounds of white will hold only three pounds of black, etc."

This foolish criticism is evidently intended to lead the reader to believe that I have suggested the use of brass rings, for measuring inks, to printers who use large quantities of ink, as well as small, when the fact is I have not advised them to use the rings at all. I used the rings myself for measuring the different colors used in the "Color Printer" for the purpose of getting the proportions exact, naturally assuming that, after having the correct proportions, the great majority of job-printers had sufficient practical sense (which some pretentious persons don't seem to have) to get any color desired by gaging the quantity of each color used in the mixture, with the eye, without the need of either measure or scales. There are many color-jobs that require only a fraction of an ounce of ink. Just imagine your practical (?) man carefully weighing the proportions needed for a color to be used on a few hundred or a few thousand copies of the average job in colors. I trust the practical reader will pardon me if I give a very simple illustration for Mr. Andrews' benefit.

Say the printer desires to use color No. 34, in the "Color Printer." This color is made of three parts of red and one part of black. The printer, of course, must have red and black of good quality, the colors approximating those shown in the book. After making up his mind as to the amount of ink needed for the job, the printer will please lay on the slab a certain amount of the red and then add to this one-third as much of the black; then mix thoroughly. If the resulting color is a little too red, add a little more black. If it is a little too black, then add a little more red until the color is what is desired. This is primary teaching; but some people need it.

Of course, it is well known that the formulas of the printing-ink maker must of necessity be made up of weights; and so with those who use great quantities of ink, like the label and show printers. But your artist printer is supposed to use his eyes and be governed mainly by eye judgment, the same as the artist.

The reader will please note that in Mr. Andrews' brass-rings criticism he has conveniently ignored an important statement which appears upon the same page of the "Color Printer," immediately preceding my reference to the brass rings. The statement reads as follows: *"As this book is specially intended for printers who use comparatively small quantities of ink, we decided to obtain the different proportions by measure instead of by weight."* Then, on

the next page, appears this statement: *"All of the proportions given for producing different colors by mixture are based upon the use of full-bodied or medium-thick inks, and not upon very thin inks."*

This seems to show very plainly one of two things: either that Mr. Andrews does not read carefully that which he presumes to criticize, or that he deliberately ignores a plain statement for the purpose of justifying his criticism, and, by doing so, deceives the reader. In either case he surely is not a very reliable teacher.

Concerning the method for obtaining different colors, as given in the "Color Printer," I have this to say: That any printer who has a copy of the "Color Printer" and can not get any of the colors represented, with reasonable closeness, after reading the simple instructions given in the book, is not qualified to use colors at all — he should keep to black.

Even if the printer desires to use a large quantity of ink, he has before his eyes the color desired and the simple proportions of the colors used to produce it. If he is a practical man his experience has long ago shown him the difference in specific gravity between inks. He would make allowance for same, weigh the proportions and mix a small quantity of the color. He would thus easily get his weight formula for use in mixing large quantities of ink.

I do not believe that there is in this country to-day a single practical printer who needs any new discoverer of the north pole to tell him that "a can that holds five pounds of white will hold only three pounds of black."

Yours truly, J. F. Earhart.

"WHAT FOOLS THESE MORTALS BE."

To the Editor: Chicago, Ill., June 4, 1910.

It fits, and is a theme prolific in opportunities. But I shall confine myself to one theme and one class, though it be a big one — I mean the theme and class, both.

Organization versus lack of organization is the theme chosen, and the class is that known as employing. For, were the employed to be touched on the heading of this "plea for reason" would be farcical. Applied to the employers and pointing them to the employees for an object-lesson, the quotation is very apt — more than apt; it is "pat."

Yes, look at the employees. Look at their organizations. See what they have accomplished for themselves through those organizations; what you rail against because it hits *you*. Observe how firmly they stand together and how universal and far-reaching their organization is.

They are not content that each city should form a union and then go it alone. That's what the employers do, and think just as soon as they have formed some little, social, local club and called it Master Printers' Association of So and So, they have done all that is required of them to benefit the trade.

The unions bring all cities together under one banner and then, when anything of interest is on foot, they secure the opinion of all sections, and they are unanimous in their desire to stand together.

One great, concerted move by one great, concerted body and the thing is done! They have shown their willingness to coöperate with another great, concerted body, if such can be brought about — that is, its formation. But they look abroad in the land and what a pitiable, disorganized sight meets their eyes! Here an employers' "union," there another. Over yonder one, and there, and there still others. No uniformity; no sense of coöperation; no stability of purpose. A disorganized mob, howling in the wilderness of its own discontent, not knowing which way to turn or how to proceed. Each branch with a different form of local government and leadership, yet all desirous of the same end — peace in the trade, amicable relations preserving that peace, and coöperation with the controlling element, so that a mutuality of interests may prevail.

Yes, the controlling element. No truer words were ever written and you, disorganized employers' societies that you are, know it full well. But, on second thought, if you don't know it, it is time you should give heed, because know it you will sooner or later, willy-nilly.

Come, wake up, you employers' organizations! All get together in one gigantic combination, elect proper leaders, adopt a policy, but for heaven's sake adopt a rational one, and then proceed to harmonize the two elements that *must* be harmonized if the business structure is to continue — the elements of employing and employed.

Some wiser heads than yours and mine patented those sayings, *"E pluribus unum"* and "United we stand, divided we fall," and it's about time some of you gave heed to them.

Another thing I would like to impress on you, and that is that, after you have all come together under one banner, your policy must be "fairness and equity; justice and truth; one with another first, so that we may impress it on our employees."

Do this and there is hope for you even yet. Don't do it, and continue as you are to the great day of reckoning and the dictation of the proletariat (of which you are verily a part, though they now scorn you and put you in a class by yourselves — the hated employers), without reference to your views in the case.

I tell you, you have the greatest, grandest (though I hate the word) opportunity to create an era of peace and prosperity in the printing business that has been or ever will be presented to you.

I say take it! One of the Proletariat.

HOW TO SET TEN THOUSAND EMS AN HOUR.

To the Editor: Salt Lake City, Utah, May 29, 1910.

Rapid composition on the Linotype depends upon a great many things, which may be summed up in the two words, "ideal conditions." In the first place, the machine must do what the operator wants it to do; next in importance, is to have an operator do what the machine wants done. Given a machine running in perfect order, at seven and a half to eight lines a minute, good copy, and the rest depends on the ability of the operator to deliver the goods.

A Linotype running on thirteen-em nonpareil, at seven and a half lines a minute, will produce 11,700 ems in an hour; at eight lines the product is 12,480 ems. Of course, it is impossible in any ordinary newspaper office to get the maximum of the machine, but the nearer we approach that maximum, which indicates perfection, the more competent we become as operators. It is possible to get 10,000 ems an hour out of the machine, and there are operators who do get that much in newspaper-work. To the great majority of operators who have not seen the strings turned in in piece towns, this may seem impossible, and they are likely to ask, "How do they do it?"

One man I asked the same question replied, "Just 'glom' the copy." "Glom," in this case, means watch, or read. Another assured me the way to get the big string is to keep the machine "hung up." Still another said his success lay in the fact that he set clean proofs. One "swift"

acknowledged to me that he didn't know how he did it. Probably the last named was just a little more frank than the others. Most of the fast operators are what I call "natural" operators, for want of a better name. Rapid thinking and manual dexterity are natural to them. But it requires only slight observation of their methods to discover, to the observer, that they have a system. Some use one finger on each hand, while others use all ten fingers. But they have a system, either consciously or unconsciously.

The prettiest motion I ever saw didn't get the type. The operator averaged about 6,000 ems an hour, but the motion of his fingers and hands was most admirable. His fingers were always ready to fall upon the proper keys, and it looked easy to him, as he confessed it was. About the most awkward motion I ever saw was one in which the middle finger on each hand were the only ones used. This operator's system was to touch the keys with the right and left alternately, and he followed this rule with but slight variations, when the very awkwardness of the motion made it impossible. But he can set more than 10,000 ems an hour, and averages more than 9,000 ems for a night's work.

There are a number of books on keyboard manipulation which it would probably pay to study, but to one unversed in the business, or to one who has bought a dummy keyboard, with the intention of learning the position of the letters, most of these works are too technical and require too much time to think out the operation necessary to produce the word "the."

It hardly seems necessary to say that initials, followed by a period, are very easily printed with the right hand alone, with the thumb on the period key, but I have seen good operators forget they had a thumb, when printing names. But the operation of the peculiar things on the machine is of small consequence, when compared with the operation of the lower-case. It is in the lower-case where most of the work is done. It is in the lower-case, then, where system counts for most.

Before going further, I would say that I never hold a key down for two or three matrices. I print the ciphers in 1,000,000 with well-timed taps on the key. To the advocates of holding the keys, I would say that I have never seen a really successful operator hold down the key for a double letter, although, of course, there may be many who do. I believe, however, that the difference in speed in different keyboards makes it advisable to adopt the double-striking system rather than the holding.

The first row, the "etaoin" row, is a left-hand row always and invariably, except the "n," which I nearly always get with my right thumb. The "e" is played with the middle finger, the "a" with the first finger, the "o" and "i" with the thumb of the left hand. The "t" is played by both the first and second fingers, as convenient. In words like attempt, print the "at" with the first and second, then the "te" with the first and second. The spaceband bar is always under the third finger. Sometimes the left hand reaches over for letters in the second and third rows, but experience will dictate to any operator when this is desirable.

The right hand is the great mover, and is the cause of more trouble to operators who have no system than a tight-line fiend is to a machinist. But there is a simple way of learning where the hand is, and where the letter is that is needed. The system, briefly, is this: Play the "shrdlu" line with the first finger of the right hand. Play the "cmfwyp" line with the middle finger, and the "vbgkqj" line with the third finger. The right thumb holds an important part in this system, playing on the whole lower end of the keyboard. The bottom letters, the "nupj" row, the letters "l," "y," and sometimes as high up as the "w" or "d," especially if near the end of a line followed by a hyphen, are reached handily by the right thumb. The letter "q" is invariably followed by a "u," and is nicely played by the third and first fingers.

The "xzfififfffi," as well as the comma, are easily reached by the little finger on the right, without disturbing the relative position of the hand, which is such as to place the middle finger directly above the "cmf" row.

I do not claim that this system, diligently followed, will make a fast operator in all cases. Two of four beginners, whom I told of it, have become excellent operators; one was an absolute failure, and the third is mediocre, but is improving.

To be a successful operator, the first thing of importance is for the aspirant to know what is wanted in the finished product. In other words, he must be a printer. With this qualification, to become a "swift," probably, the next most important thing is to have control of the hands. Musician-printers whom I have known have invariably been better than the average. In youth they learned to control the fingers, and this manual dexterity is really indispensable, if any other than the two-finger motion is to be attained.

The special advantage of having a system of fingering may not appeal to some, but the inevitable result is that the systematic operator learns to print without looking at the keyboard, and that is the secret of every success.

SETALOT.

"THE POOR DEVIL IN THE CORNER."

Did you ever notice in photographs of large banquets, the poor devil down in the right-hand corner of the picture, with a face on him like these small rubber heads sold on the street when pulled out lengthwise to their horrible limit? The camera was out of focus, or else they spilled something on the corner of the plate, or both. By reason of these inaccuracies of photography, coupled with the peculiar style of beauty of the undersigned, we are constantly getting credit for attending banquets that we did not attend. A well-meaning friend will say: "Did you enjoy the banquet, Eck?" "Wasn't there," says I. "Isn't this you down in the corner?" says he. "No, Bill, that's just an imperfection in the plate that made that fellow's face look like something they dug up over in Egypt and arrayed it in a dress suit." Up to a few months ago we had not been overly sensitive of our facial shortcomings (or long-growings), but after having been pointed out as the fellow in the lower right-hand corner in three different pictures, we make bold to say that we are getting durned tired of it. Let it be understood, however, that our sense of humor has not been entirely eliminated, for we have, on facetious occasions, contemplated the result if we really should sometime get in a picture down in the right-hand corner. — *"Mixer," in the Chicago Hamiltonian.*

NO PASS FOR EDITOR.

An editor was asking for admission to heaven.

"Can't let you in," said St. Peter; "the record of your good deeds never came to our exchange table."

"But," said the editor, "the postal authorities are to blame if you didn't receive my paper."

"Then you'll have to go to the other place and fight it out," said St. Peter; "the postal authorities are all down there." — *St. Louis Star.*

MACHINE COMPOSITION

BY JOHN S. THOMPSON.

The experiences of composing-machine operators, machinists and users are solicited with the object of the widest possible dissemination of knowledge concerning the best methods of getting results.

Burred Matrices.

T. G., Tuscaloosa, Alabama, writes: "Will you kindly explain what is the cause of the ear on back side of the matrix being mashed and burred on the enclosed matrix? All of the matrices on our machine seem to be affected in this way, and we find it necessary to have them dressed off with a file very frequently. Please tell us the cause and also how to prevent it." *Answer.*— The wear is probably due to the matrix striking the upper edge of the lower assembler glass in its descent. Examine the glass and if you find it is rough or chipped put in a new one. It is possible, also, that the matrix received an abnormal squeeze on its back lug from the mold. Its dimensions are .030 inch less than normal. Some of the loss is possibly due to the regular wear a matrix is subject to. From the appearance of the matrix we would say that it has given full service.

Ejection of Slugs.

"Slug Eight," Sandusky, Ohio, writes: "I am enclosing some sample slugs for inspection. You will notice the upper right hand end and lower left are bright, while on the six-point slug the entire right end is smooth. The levers are in good shape, but the slugs eject hard from the mold-cell. I have tried every way to remedy same, but so far have failed. A six-point line of capitals will not eject and deliver in the pan. They seem to bind on the opposite ends for some reason. It is very annoying, especially on the six-point. The ejector-blades are in good shape. I am stumped, and any information you can give me and that will be of benefit to the readers of THE INLAND PRINTER will be greatly appreciated." *Answer.*— To remedy your trouble you should first of all set your left knife so that the overhang, which is visible on the smooth side of the slug, is trimmed off. Then set your right knife so the slug measures standard. To make the slug eject properly: Remove the clutch and clean the shoes with gasoline and clean the surface of the pulley. Remove the clutch-spring and stretch it. Then see that the leather or brass in the pressure bar of your ejector-guide is pressing tightly against the ejector-blade.

Line Transfer

A St. Louis operator writes: "My trouble is in the transferring of long lines from first elevator to second elevator. This is sometimes a source of great annoyance. Sometimes lines will stick and will have to be transferred by hand; again it is accomplished with a hard slam, and a great many times matrices will fall off of far end, or nearly so, and prevent second elevator from seating properly for transfer to distributor bar. This never occurs on short lines; always twenty ems and above. I would also like to know what the model number of this machine is. Number on brass plate in front is 5949. Patents read from February 10, 1885, to March 5, 1901. Last four are in small letters and figures. All others are large. Machine is single letter. Would it be advisable to change this machine from a one-letter to two-letter machine? Approximately, what would cost be? Have had no serious trouble for over a year. Three of us work on machine and get along very well, considering two are beginners." *Answer.*— The first thing in regard to the shifting of long lines is to examine the spring on the rod inside the frame near the segment cam. This spring, if broken, will cause the trouble you refer to. If you find this spring broken, replace it with a new one. If the nut is not compressing it when the second elevator is seated to receive the line, turn in on the nut until it gives the spring more tension. The cost of changing Model 1 one-letter machine to a two-letter will be $190. This includes a universal mold and a set of two-letter matrices and such other accessories as are required. Write the Mergenthaler Company, Chicago, for further particulars.

A New Typesetting Machine.

Mr. J. C. Nelson, of the *Bath County World*, Sharpsburg, Kentucky, is the inventor of a new mechanical typesetter, of which he writes to THE INLAND PRINTER: "At present I am investigating the patents granted Mr. A. G. Baker on his typesetting machine, which he calls the 'Universal.' In some respects my machine is somewhat similar to his. Mine, however, uses no power whatever, while his requires a small storage battery; my mechanism for assembling the type into line is an improvement over his, I think; my machine will deliver the set type onto a galley, after it has been justified by hand; distribution of type is automatic and is done at the same time matter is being set, but the loader on my machine, which loads from a galley the dead type into the distributor channels, must be operated by hand independently of the keyboard. When an empty distributor channel advances directly in front of the loader, the keyboard mechanism is automatically locked, and the operator then pulls a lever, which loads in the line of dead type from the galley, the keyboard mechanism is automatically unlocked, and the operator proceeds with the setting. There are other features which, I think, make my machine superior to the Baker machine. My object is to place on the market a machine requiring no power other than that of the hands and fingers in operation of the keyboard; light in weight, so it can readily be moved about the printing-office, if desired, and low enough in price for the smallest country printing-office to afford one. It will be simple in construction and almost 'foolproof.' Of course, it will use specially nicked type, like the Simplex, but, unlike the Simplex, there will be absolutely no breakage of type."

Porous Slugs.

An Illinois operator writes: "I am bothered with porous slugs. They have no weight, and letters sink in. I recently put in a mouthpiece and cleaned throat of crucible. The lock-up is perfect and all conditions seem to be all right, except the heat; there's where my trouble is, I believe. If I run the metal real hot, I am not bothered with sunken letters, but foot of slug is hollow, of course. If I run the metal cold enough so that foot of slug is solid, the sunken letters appear immediately and face soon is cold. I cut vents a little deeper to try to overcome the difficulty. Is it possible for the vents to be deep enough to cause a porous slug? Sometimes I will get a line that is almost perfect, and the one immediately following will be as light

as cork. On a twenty-six em brevier slug it does all right, but on ten-point and twelve-point and thirteen-em lines the slugs are full of holes and the base is hollow. I use the gasoline burner shown on page 148 of the Mergenthaler catalogue, and if you reduce the heat under the metal-pot, you reduce the heat under mouthpiece also, as one valve controls the whole apparatus. I am convinced the trouble lies in the heat, and would appreciate the favor if you can give me a little light on the matter. The vise-jaws on my machine have a play of about one and one-half points, and sometimes first-elevator back jaw will bind on left-hand vise-jaw when elevator descends. Jaw doesn't seem to be sprung. Can this looseness be remedied? Machine is a Model 2, in use five years. I see a writer in a trade paper says that the crucible of a metal-pot should be renewed every four or five years. What is your theory of this matter? If metal drips from vents after a cast, instead of sticking to slug and being trimmed by back knife, what does that indicate?" *Answer.*— You should have sent one of the porous slugs for examination, as we could then have made a critical investigation and possibly been of some help to you. As it is, we can only conjecture as to the cause. Will suggest that you note, as the plunger descends, whether the metal is ejected upward around it. If this condition prevails, it is possible that your plunger is fitting loosely in the well. A new one will remedy it. If the slugs are porous on ten and twelve point short measure and show fairly solid on long measure, it is possibly due to the heating of the mold, which prevents the short slugs solidifying. If the plunger appears to fit rather tight in the well, mix some tallow and graphite into a paste about the consistency of putty; place a small lump of this mixture in the well before starting. It will tend to lubricate the plunger and give a smooth action. The crucible should be renewed only when the well is badly worn; this may occur after several years' use or by the improper use of a scraper. The dripping of the metal from the cross-vents may indicate too large a volume of metal escaping. This condition is possibly due to the vent being enlarged.

Squirts.

A Minnesota operator-machinist writes: "I have been a close reader of your department in THE INLAND PRINTER, and it has done me wonderful good in my work on an old 'mill' which has seen better days. I have overcome most all my trouble, but at the present time I have run up against what seems to me a fierce proposition. I will not give you a long introductory, but will launch right into my troubles. I am operating a Model 1 — ancient history — and have had all kinds of trouble from the start. What I know about the machine I picked up in operating it. We only have the one machine. About two weeks ago we got a new mouthpiece and mold. I put them in place, according to directions furnished by the Linotype people. I adjusted the mouthpiece with an aligning gage, that is, the pot, by the screws on the pot-legs; the holes in the mouthpiece line with the smooth side of the slug, and the pot comes up square with the aligning gage. The mold is a new one, well seated, never rested on the mouthpiece any longer than it takes to cast a slug. The tension on the spring (F-27) is enough to bring the pot up pretty solid. My trouble, in setting thirteen-em measure, I get back-squirts from the mouthpiece not in use. I have two mouthpiece burners, and have used one and both, and the result is the same. The only way I can make any time at all is to putty up the holes not in use. It seems to me that the machine is made to run all right without the putty, and if you will enlighten me where I am lame and what to do, I will be very much obliged. I put a straight-edge on mouthpiece and find it is not warped, as far as I can see. Another trouble: Why should the combinations on lower-case 'n,' 'm,' 'w' and the em space be cut off and the others not marred? I have run in a line of pi matrices without space-bands, locked my transfer lever, ran the first elevator up into slide guide, took off the latter altogether, disconnected D-222 and adjusted the first elevator by the screw on the bottom, so that in transferring the line by hand, it went over on the second-elevator bar as if it were a solid block. I made a line on the first elevator at slide gibs, put back the slide guide and adjusted it so that the line I made on second elevator at gib was exactly the same as before I put back the guide. The matrices work free and easy in the distributor box, and apparently work free on rails and onto distributor bar. A company expert was here recently and I told him my trouble. He looked over my transfers and said adjustments were O. K. I wrote to the company about this matrix trouble and also sent them some of the matrices. They answered by saying that the tension on spring G-67 was too strong; that the elevator in rising bound the matrices in the intermediate channel, gouging the combination. I pulled out the spring and made the tension weaker and found that by so doing the second elevator would not seat properly in G-241, so I had to bring back the tension. But in watching the elevator rise out of the intermediate channel, and, if their contention as to gouging at that particular point is correct, I came to the conclusion that it would gouge on just the reverse side from where it is gouged. I enclose a sample of matrices, so you can see for yourself. I would be very much obliged to you if you could advise me soon in my trouble." *Answer.*— The back-squirts no doubt are due to imperfect lock-up between the mouthpiece and mold. Whether this imperfection is due to metal accumulation on the mouthpiece or to a warped mold you may determine by a test as follows: Wipe back of mold and scrape its surface with a piece of brass rule, so that it is free from adhering metal. Take a small quantity of bronze-blue ink and ink the back of the mold evenly, having about as much on the mold as you would on a proof-roller. Wipe the mouthpiece clean and allow the cams to make a revolution. When the disk is pulled forward a deposit of ink will show on the mouthpiece. This should appear evenly. If it shows uneven it may mean that the mouthpiece or mold is warped. It is then up to you to remedy the trouble. A warped mouthpiece you can dress down by a careful manipulation of the file. A warped mold may be sent to the Mergenthaler Company for lapping. They may be able to fix it, but that they will not guarantee. The filling of the jets with putty is a make-shift and should not be practiced. The damaged combinations on the matrices suggest a bruised second-elevator bar or distributor bar. Examine the edges where the matrix combinations have first contact. It may also mean that the holes in the second-elevator link and bar are worn, which may induce imperfect alignment of the matrices when passing from the first to the second elevator. For this condition a new link and bar is the remedy. The alignment of the distributor bar with the matrices on the box rails may also be out a trifle. Test this by placing one matrix about one-eighth of an inch from the left end of the top rail. By raising the back screw, the relation between the combinations of the matrix and the rails of the bar may be determined. The top of the matrix should not bind on the brass strip; a slight clearance is necessary. If you find insufficient space, raise the bar by turning up on the screws above the bar. This is the last resort.

Recent Patents on Composing Machinery.

Typograph Machine.— J. B. Allen, Detroit, Mich. Filed October 5, 1906. Issued May 3, 1910. No. 956,790.

Divided Slug Mold.— W. G. Middleton, Oakland, Cal., assignor to Mergenthaler Linotype Company, New York. Filed April 15, 1909. Issued May 10, 1910. No. 957,433.

Double Magazine Distributor.— J. R. Rogers, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed December 2, 1909. Issued May 10, 1910. No. 957,802.

Type Embossing Machine.— F. H. Richards, Hartford, Conn., assignor to American Typographic Corporation of Arizona. Filed August 7, 1902. Issued May 17, 1910. No. 957,904.

Linotype Junior Matrix.— R. M. Bedell, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed December 12, 1908. Issued May 17, 1910. No. 958,076.

Double Magazine Distributor.— J. R. Rogers, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed February 5, 1910. Issued May 17, 1910. No. 958,317.

Embossed Type-bar.— F. H. Richards, Hartford, Conn., assignor to American Typographic Corporation of Arizona. Filed August 7, 1902. Issued May 17, 1910. No. 958,435.

Method of Making Type-bars.— F. H. Richards, Hartford, Conn., assignor to American Typographic Corporation of Arizona. Filed August 7, 1902. Issued May 17, 1910. No. 958,436.

Automatic Assembler Lift for Linotypes.— O. G. Pickett, Jefferson City, Mo. Filed July 3, 1908. Issued May 17, 1910. No. 958,530.

Type Distributor.— R. Dacheux, Liege, Belgium. Filed July 7, 1909. Issued May 17, 1910. No. 958,600.

Typecaster and Setter.— J. C. Fowler, Chicago, Ill., assignor to J. R. Preston, Chicago, Ill. Filed December 30, 1904. Issued May 24, 1910. No. 958,738.

Low-quad Mold.— E. S. Dunavant, Louisville, Ky., assignor to Lanston Monotype Machine Company, Philadelphia, Pa. Filed July 26, 1906. Issued May 24, 1910. No. 959,323.

Water-cooled Mold.— D. S. Kennedy, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed January 4, 1910. Issued May 31, 1910. No. 959,755.

Pump-stop.— H. Pearce and J. E. Billington, Broadheath, Eng. Filed June 26, 1909. Issued May 31, 1910. No. 959,961.

Typecaster and Setter.— O. V. Sigurdsson, New York, assignor to Oddur Manufacturing Company, New York. Filed November 17, 1909. Issued May 31, 1910. No. 960,047.

Die Case.— W. Nicholas, New York, assignor to United States Graphotype Company, New York. Filed February 26, 1908. Issued June 7, 1910. No. 960,684.

THE DIFFERENCE BETWEEN A SANITARIUM AND A SANATORIUM.

The words "sanitarium" and "sanatorium" are popularly understood to have the same meaning and are generally used interchangeably, when designating (or describing) places of refuge for sick people, but there is, in fact, quite a distinction between the meaning of the two words. In answer to a correspondent on this subject the *Literary Digest* says:

"The distinction between these words lies in the fact that they are derived from two different Latin roots. 'Sanatorium' is derived from the late Latin *sanatorius*, meaning *health-giving*. The term relates specially to 'an institution for treatment of disease or care of invalids; especially an establishment employing natural therapeutic agents or conditions peculiar to the locality, or some specific treatment, or treating particular diseases.' On the other hand, 'sanitarium' is derived from the Latin *sanitas*, from *sanus*, meaning *whole*, or *sound*. 'Sanitarium' relates more specifically to 'a place where the hygienic conditions are preservative of health, as distinguished from one where therapeutic agencies are employed.' Hence it is the province of a 'sanitarium' to preserve health, that of a 'sanatorium' to restore it. Care should be exercised in combining the proper vowels in these two words, in order to indicate correctly the derivation."

BEST HE COULD SAY.

Mrs. Starvem — How do you like the chicken soup, Mr. Newbord?

Mr. Newbord — O — er — er — is this chicken soup?

Mrs. Starvem — Certainly. How do you like it?

Mr. Newbord — Well — er — er — it's certainly very tender.— *The Catholic Standard and Times.*

Written for THE INLAND PRINTER.

THE LINOTYPE IN THE NEWSPAPER AD. ROOM.

BY HUGH WALLACE.

TO an outsider it looks as if the Linotype Company had been a little slow in realizing the possibilities of the Linotype in the ad.-room, and it was not exactly in the line of any printer's duty to tell the company what might be done. The Model 4, the twelve and fourteen point two-letter matrices, the new knife-block and the advertising figures indicate that it is getting ready to meet the changing fashion and the demand for larger type in commercial announcements in the newspapers. There probably will be improvements made in the mold to meet the requirements of the big figures, and in the crucible and pump to meet the requirements of the big slug, but these will come fast enough.

It is quite safe to predict that in a comparatively short time a large proportion of the type smaller than eighteen-point used in the ad.-rooms will be set on machines. When the new dispensation gets into proper working order there will be a closer relationship between the compositor and the operator than there has been in the past, and then will come the question of handling the machine to the best advantage in the composing-room.

The staff that will get results is the one that will sink the individual in the team, for in that way the waiting time will be reduced to a minimum. Speed on the part of the operator will be of little value if the work is handled in such a manner that two or three high-priced units of labor are charging time while waiting for the machine matter. It is the time that is not lost that gets the forms to the stereotyper.

The first duty of the foreman who is looking for results in machine work on ads. is to get a force that will work as a team. His next duty is to let that team alone. If he must worry somebody, let him take it out of the man in the business office who insists upon having proofs of a "filler" on the busiest day of the week. It won't do much good, but it will be a well-directed effort.

The operator should either be an ad. man as well, or have the makings of one stored some place in his system. The compositor, on his part, should understand that the operator can set but one take at a time. This will eliminate the spot-light, but it will make teamwork, and team makes better and easier work.

There must be coöperation between the operator and the compositor, or time will be wasted. The importance of this wasted time increases in a sort of geometrical progression as it passes from the copy-cutter to the operator, the compositor, the proofreader and the make-up.

Get away from the "speed" theory, as it is generally understood, if you want to secure the best results from Linotype work in the ad.-room.

It is teamwork that counts when it comes to saving time on the completed two-column or three-column or page ad., or even a bunch of small ones.

If the operator has an eye solely to his own record, he is apt to forget that there are others who have to handle the matter after it leaves him. He can wait until his stick is full before he dumps a line or he can deliver the metal so that the compositor can follow him very closely.

If the compositor is one of those who aims to leave the "impress of his individuality" on everything that passes through his hands, he can delay the operator and waste

valuable time. He can give out his copy in such a way that there are many changes of measures and magazines, or he can bunch it so as to avoid them.

A "record" has no value for the purpose of comparing one office with another, or even for comparing one week with another in the same office. Conditions vary.

The drawback to teamwork is that it seldom gets appreciation of the kind that is shown in the weekly envelope. About the best it gets is an occasional remark from the foreman like "I didn't think we'd make it, but we did," and the minimum scale.

Of course, a clean proof is desirable, but if there are two or three compositors waiting for metal it is a little better to take a chance on the proof not being too dirty than to waste time in being sure. That rule would not hold good on an ad. that probably would be railroaded in the first edition, but a time-copy ad. is different.

Written for THE INLAND PRINTER.

TOO GOOD TO BE TRUE.

BY CHARLES G. LOW.

"JOHN JONES, Printer," the sign said over the door.

It was a dingy door, too; and within was a dingy printing-office.

John Jones had got down early to open his mail and get things started.

John Jones always got down early, and often stayed late, for he was the proprietor of the printing-office. Moreover, John Jones, printer, didn't make as much as his hands, though they got down late and went home early.

And so, on this particular morning, after John Jones had opened his mail and noted the kicks and requests for "a little more time on that bill," and invitations to use certain brands of tabbing-glue and patent ink-distributors, and like literature, he sat back and indulged in a little thinking about a note for $114 due to-morrow and to lay plans for an extension, if possible.

He noticed, while thus engaged, an envelope, still unopened, and wearily reached for the paper-knife, as he recognized the corner-card of a customer whom he regarded as quite slow, as well as full of kicks.

Then he read it, and, as he read, he straightened up, and wonder and astonishment spread over his countenance.

"Enclosed please find check," he read, "for $114, to cover statement for three months past, and also for five thousand more booklets like the last. As you have waited patiently on us, it is only fair that we reciprocate by paying for this order in advance. Booklets must be delivered this week."

He feverishly reached for the order-book to enter the unusual order, and for a job-ticket to get it started. Then, seizing a rubber stamp, he marked "Rush" all over the ticket, to show his appreciation for such a remarkable order.

In attending to these details, he turned over another letter, also unopened, that had evidently come in on the morning's mail. Opening it, he was more amazed than ever. It read as follows:

"*John Jones, Printer:*

"DEAR SIR,— Our firm has decided to pay spot cash in advance in future for all printing. Enclosed find check for $114 on our account. Please advise us immediately the amount necessary to pay for the enclosed order and check will be forwarded. Commence on the order at once, as it must be delivered within three days.

"Respectfully, BLANK & Co."

The enclosed job figured up $114, and he was all excitement, as he inwardly blessed Blank & Co.

"Guess we'll have to do it," he mused, "though we are all loaded up with work; but it won't do to disappoint such customers as these two."

As he was planning how to meet the emergency, he noted still another letter unopened. Chiding himself for being careless about his mail, he ripped it open, when out fell a check for $114.

"Please duplicate our order for five thousand catalogues," it said. "As you have the type standing, enclosed check, we believe, covers cost of same. Must have them by the 10th. We have decided in future to pay cash for printing."

By this time the hands were at work, and Jones tossed the orders to the bookkeeper, with instructions to get them going at once.

Then he called to the foreman and told him what was before them. That worthy declared it a physical impossibility with the equipment.

Seizing the telephone, Jones rung up the machinery house:

"Send over that press we were talking about at once. Must have it running by 10 o'clock to-day.

"What terms? Spot cash on delivery; we have adopted the cash plan.

"Well, but I've got to have it in; have orders that must be got out. It must be in to-day.

"Well, all right — now don't fall down, for your money is ready as soon as the press begins to move."

Turning, he noted a compositor groping about the deadstone.

"What's he looking for?" he inquired of the foreman.

"Sorts of that gothic; we are short in all the fonts."

Again seizing the telephone, he shouted to the typefounder:

"Send over at once five fonts each of Lining Gothic, from six to seventy-two point, and, while you are about it, one hundred pounds labor-saving six-point slugs, and twenty-five pounds each quads six to twenty-four point.

"What's that — the old bill? Check in the mail. Now, rush this order and send it C. O. D.; we have adopted the cash system.

"Oh, I know you didn't impugn my credit — we have adopted the cash system, that's all. You'll attend to that order at once?

"All-right. Good-by.

"Now Bill," to the foreman, "we won't waste any more time picking sorts; we'll buy them. Stop that man on that job till we get type and give him this rush order. We'll make things hum here from now on."

Then a loud noise caused every one to pause.

It was only the pressman pounding the feedboard with a reglet to call the feeder.

Mr. Jones straightened up, rubbed his eyes and looked around.

The girl who did double duty, in the bindery and office, as bookkeeper, said:

"You seemed to be asleep, Mr. Jones, and I didn't like to disturb you."

The man continued to look for sorts on the deadstone, and the foreman tinkered up the old Cottrell.

Jones sighed and said: "Alas, that it was only a dream!"

And the note for $114 went to protest next day.



A booklet cover suggestion, by John Stanesco, an I. T. U. student.

BERGER-WILLIAMSON COMPANY

INCORPORATED

HARRY I. BERGER
President

G. S. WILLIAMSON
Vice President

CROCKERY, GLASSWARE, TINWARE AND
GENERAL HOUSEHOLD GOODS

114 EAST COMMERCE STREET

W. T. DARTMANE
Secretary

HENRY O. AIDLER
Treasurer

HELMUTH PRINTING COMPANY

GEO. HELMUTH
President

E. HELMUTH
Secretary

FRANK ORR
Treasurer

DESIGNERS AND PRINTERS
OF HIGH-CLASS CATALOGS

THIRTY-SEVEN WEST ANNE ST.

CHICAGO, ILL., 191

Some letter-head suggestions.

FREY BAND AND ORCHESTRA

MUSIC FOR ALL OCCASIONS, BOTH BAND AND ORCHESTRA

WALTER FREY, Manager and Director — INCORPORATED IN 1900 — ORGANIZED IN 1886

JOLIET, ILL., 191

W. STEVENS, Pres. M. WOELLS, Treas.

IMPORTERS OF & DEALERS IN THE FAMOUS "TREFLE" WALL PAPER
DESIGNED FOR US BY THE WORLD'S BEST WALL PAPER DESIGNERS

CHICAGO ART CO.

ALL PAPER AND RUGS

OFFICE: 37 WELLINGTON AVENUE :: FACTORY: 495 ELK STREET

PHILADELPHIA, PA.,.....

More arrangements for letter-heads.

Upholstery Department



Rex Furniture Co.
Chicago and New York

OUR Drapery & Upholstery Departments are now complete for the Spring Season, and we would be pleased to have you call at our New York open salesroom and inspect the most attractive lines we have ever had the pleasure of manufacturing.

Upholstery Trimmings

Entirely the products of our own factories.

ROPE PORTIERS :: RUG FRINGES

CORDS :: CURTAIN LOOPS

METALLIC GALLOONS :: GIMPS

SILK AND COTTON TASSEL EDGINGS AND CARPET BINDINGS

PILLOW GIRDLES :: LOOPS

DRAPERY FRINGES :: PILLOW TOPS

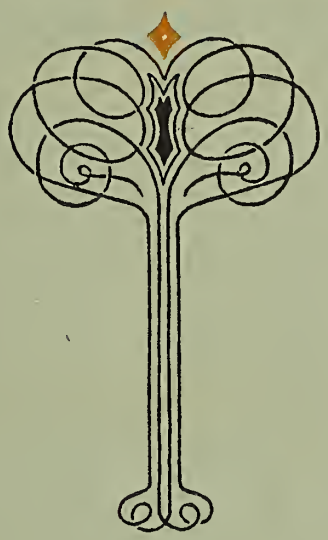
DRAPERY SILKS & SATINS

SUMMER CURTAINS, SILK STRIPE AND FANCY SNOW FLAKE

Suggestions for booklet pages.

CENTAUR

CUTTING MACHINE



THE CENTAUR CUTTING MACHINE CO.

NEW YORK ·· CHICAGO ·· OMAHA

Hand-lettered title-page, by Charles Des Roches, an I. T. U. student.



DELIVER!

ALL YOUR ORDERS FOR PRINTING

TO "THE SHOP ON THE HILL"

1910	JUNE					1910
SUNDAY	❁	5	12	19	26	
MONDAY	❁	6	13	20	27	
TUESDAY	❁	7	14	21	28	
WEDNESDAY	1	8	15	22	29	
THURSDAY	2	9	16	23	30	
FRIDAY	3	10	17	24	❁	
SATURDAY	4	11	18	25	❁	

Makers of Attractive Stationery, Wedding Invitations, Advertising Booklets, Folders, Circulars, in fact anything in printing

THE FOURTH OF JULY



1910	JULY					1910
Sunday	✣	3	10	17	24	31
Monday	✣	4	11	18	25	✣
Tuesday	✣	5	12	19	26	✣
Wednesday	✣	6	13	20	27	✣
Thursday	✣	7	14	21	28	✣
Friday	1	8	15	22	29	✣
Saturday	2	9	16	23	30	✣

¶ With best wishes for success and independence in business. The success-making printshop.

"THE SHOP ON THE HILL" ◆ Lansing, Mich.



AUGUST

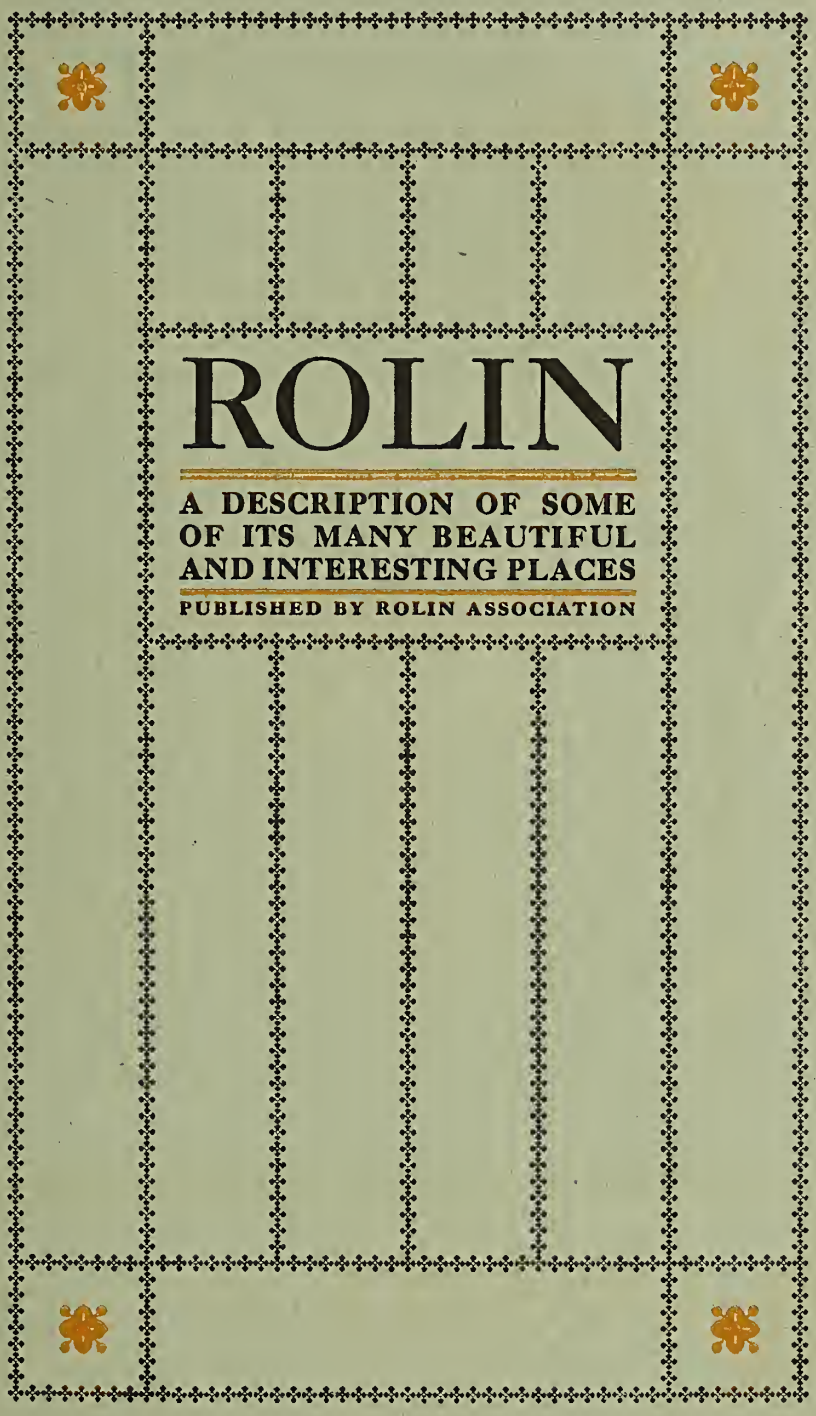
1910	AUGUST					1910
Sunday	◈	7	14	21	28	
Monday	1	8	15	22	29	
Tuesday	2	9	16	23	30	
Wednesday	3	10	17	24	31	
Thursday	4	11	18	25	◈	
Friday	5	12	19	26	◈	
Saturday	6	13	20	27	◈	

sounds the knell of the quiet business season, and it is time to look over your stock of printing to see what is needed. The report of a rush of business is spreading over the land, so you should be ready for its coming.

We have the facilities to handle your work promptly and at any time.

"THE SHOP ON THE HILL" Lansing, Mich.

A few blotter suggestions.



An interesting page suggestion.

Gothic Architecture

A Treatise on The Gothic Style

Printed at
The Franklin Press
Philadelphia

Cover-page design, by Paul J. Peters, an I. T. U. student.

JOB COMPOSITION

BY F. J. TREZISE.

In this series of articles the problems of job composition will be discussed, and illustrated with numerous examples. These discussions and examples will be specialized and treated as exhaustively as possible, the examples being criticized on fundamental principles—the basis of all art expression. By this method the printer will develop his taste and skill, not on mere dogmatic assertion, but on recognized and clearly defined laws.

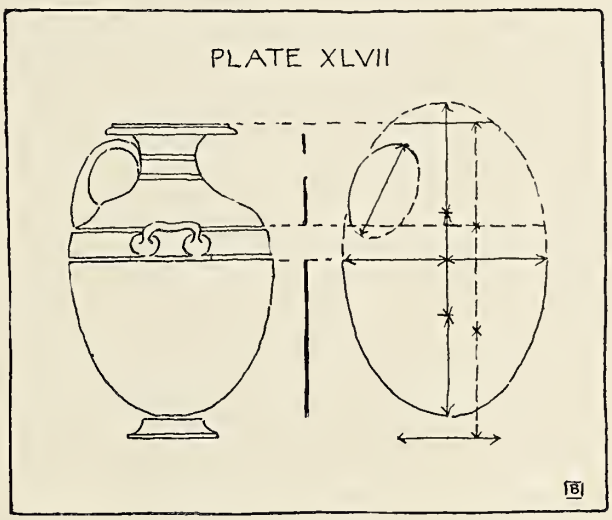
In our work as job-printers we are given to depending upon a superficial cleverness for our best results, rather than upon a complete understanding of causes and effects. In the course of several years of work as apprentice and journeyman we acquire a certain adaptability which enables us to follow cleverly in the footsteps of some one who has an individuality strong enough to impress itself upon the craft, and we become devotees of style and fad.

Too much of our typography shows the effects of an unintelligent copying. A few pioneers blaze the way, as it were, by evolving new and striking typographical effects, and forthwith the majority follow blindly in their lead, feeling secure in the confidence that if a job is set in the panel style, or whatever other style they are then imitating, the results will be satisfactory. Too few printers do any real thinking for themselves. Their only standard of whether or not a thing is good is to compare it with something which some one else has done, and, while this may be advisable and even necessary in some instances, it causes a lack of confidence in one's ability which can not be other than detrimental. We have all experienced this condition, this feeling of uncertainty as to whether a piece of work was really good, and the fear of getting away from the path mapped out by others. And this unintelligent copying is not confined to what others have done in typography. We are told that other crafts contain much that is of value to the printer; told, perhaps, that the beautiful lines in well-designed pottery mean much in suggestion to the typographer. Forthwith we decide to adapt to the printed page the beauty of line shown in a certain vase. We put the vase up and *copy*, in general outline at least, its shape, making the ends of the type-lines conform to the contour of the vase. Absurd as this is, it is nevertheless a fact. Long dissertations have been written, from time to time, showing how this may be done, and illustrated by examples to indicate the results. We have all of us seen this sort of thing attempted, with more or less success — generally less.

Unquestionably, the best of design in one craft bears a certain relation to the design of other crafts. Pottery design is, in a large measure, the same as typographical design.

But the point which the printer overlooks is the fact that they are alike in principle only. He forgets this, and endeavors to make them alike in application. As an illustration of this, let us consider the diagram herewith, taken from "The Principles of Design," by E. A. Batchelder. In regard to this illustration, Mr. Batchelder says in the text: "The Greek vase, in Plate XLVII, has already been cited as an admirable specimen of a dominant shape. At the time, it was remarked that other desirable qualities could be found here, somewhat foreign to the work of our 'china decorators' of to-day. A dominant measure has been used, as well as a dominant shape. The designer chose as an underlying form an ellipse in which the diameters bear the ratio of 2:3. Take one-half the short diameter as a unit of measure and you will find that it goes three times into the height. It will be noted that a section of the ellipse has been cut off at the top by the mouth of the vase; but in order to retain his original proportions, the designer added this measure at the bottom as the height of his base. The half-diameter occurs again as the width of this base and as the height of the handle. Other definite measure-relations might be pointed out here; but these will answer the purpose. This repetition of a measure gives a sense of rest, of satisfaction; we are able to feel the big, broad proportions at once, without being confused by the clamor of unrelated quantities."

Now, what does the job-compositor gather from this? Does he find, as has been so frequently pointed out, that



the Greek vase is good in design, that good design in pottery is similar to good design in typography, and that, therefore, the copying of the vase into type will insure a good page? Not at all; or, at least, if he does, he is entirely missing the point and overlooking the principle in the contemplation of the application. What he should gather from the quotation and diagram is that the vase is beautiful in line and proportion, because of the bringing into play in its construction of certain fundamental principles recognized as being applicable to all designs. These principles are, in this case, shape harmony and measure harmony (or proportion). One can readily see that shape harmony has been preserved in the use of the ellipse as the underlying form. The measure harmony or proportion of 2:3 not only prevails in the diameters of the different measures, but in the placing of the band and handle in the vase the designer has been governed by the same proportions.

The lesson to be gained by the printer in the study of this vase is not, then, in copying it onto the printed page. It is in the application of the principles upon which it is constructed to typography. For instance, the shape harmony which characterizes this vase should characterize typography. Rectangles should be used together, circular shapes should be used together, condensed type should be used with narrow pages, extended type with wide pages,

and so on indefinitely. Proportion, or the breaking up of a page into spaces or measures, should be carefully considered, and the same ratio of 2:3 should be constantly used. The same measurements which governed the designer in the placing of the band and handles on the vase should govern the compositor in placing his line or group of lines on the page.

If the printer makes it a question of copying, and takes the contour of the vase as a model, instead of studying it in principle, he gets no further than this one job. For the next piece of work he will need a new model. But if he takes the principles underlying this design, thinking for himself instead of becoming a copyist, he is enabled to draw from this one piece of pottery suggestions for innumerable arrangements of various problems in typography.

A PRAYER FOR CHILDREN WHO WORK

By Walter Rauschenbusch

O THOU great Father of the weak, lay thy hand tenderly on all the little children on earth and bless them. Bless our own children who are the life of our life, and who have become the heart of our heart. Bless every little child-friend who has leaned against our knee and refreshed our soul by its smiling trustfulness. Be good to all children who crave in vain for human love, or for flowers and water, and the sweet breast of Nature. But bless with a threefold blessing the young lives whose slender shoulders are already bowed beneath the yoke of toil, and whose glad growth is being stunted forever. Let not their little bodies be utterly sapped, and their minds given over to stupidity and the vices of an empty soul. We have all jointly deserved the millstone of thy wrath for making these little ones to stumble and fall. Grant all employers of labor stout hearts to refuse enrichment at such a price. Grant to all the citizens and officers of States which now permit this wrong the grace of holy anger. Help us to realize that every child in our nation is in very truth our child, a member of our great family. By the holy Child that nestled in Mary's bosom, by the memories of our own childhood joys and sorrows, by the sacred possibilities that slumber in every child, we beseech thee to save us from killing the sweetness of young life by the greed of gain.

Courtesy of the "American Magazine."

The Card Contest.

In point of trouble, a job-composition contest may sometimes rival even the baby show where out of every one hundred entries there are one hundred "sure" winners. The fact that many are disappointed at the failure of their entries to win a prize, and think, somewhat naturally, that their efforts are superior to those awarded the leading places, is bad enough; but it remained for the recent business-card contest to develop a new and more serious trouble.

After all the work incidental to the selecting of the thirteen prize-winners from entries numbering nearly one thousand had been accomplished, and the prizes sent out, portraits published, winning designs reproduced, etc., along comes a return of the prize-money for second place, accompanied by a letter in which the sender states that he "swiped" the idea of another contestant, having seen it before the time for entries closed. He stated as his motive the desire to "ascertain whether his (the man whose idea was 'swiped') work really possessed winning merit apart from his name and reputation as a prize-winner."

In the language of the cartoonist, "wouldn't that jar you?"

Here is a man whose ideas regarding the conduct of a contest of this kind were so crude that he imagined reputation to be a factor in deciding the winner. Reputation does go a long way in the minds of many, and to prevent the possibility of such a thing occurring in these contests, the entries which the judges see are numbered on the back, this being the only means of identification.

Well, anyway, the matter was submitted to the judges, who decided to disqualify the winner of second place, move all those following up one place and select a new card for thirteenth place. This was done and a card entered by Mr. Bertram B. Udell, of Highland Park, Illinois, was given the prize.

We, of course, regret exceedingly that this thing should occur, for, while it casts no reflections upon the conduct of the contest, nor upon the judges, it nevertheless shows a possible unpleasant feature of competition. Besides, it makes us lots of trouble.

DOING HIS SHARE.

"Doesn't it worry you to get so many letters from people whom you don't know?"

"Not in the least," answered the senator. "I rather encourage such correspondence. It helps to offset that postal deficit." — *Louisville Courier-Journal.*

SPECIMENS

BY F. J. TREZISE.

Under this head will be briefly reviewed brochures, booklets and specimens of printing sent in for criticism. Literature submitted for this purpose should be marked "For Criticism," and directed to The Inland Printer Company, Chicago.

Postage on packages containing specimens must not be included in packages of specimens, unless letter postage is placed on the entire package.

STETTINER BROTHERS, New York city.— The blotter for May is very pleasing, although an unusual color combination.

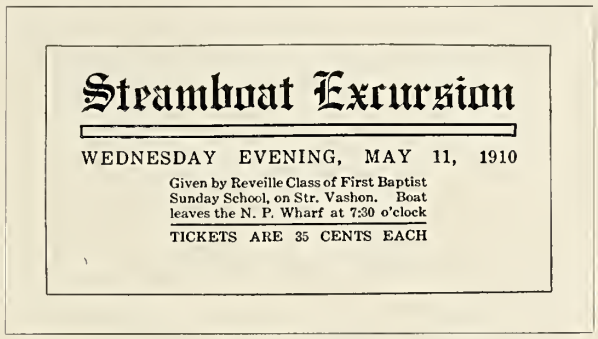
THE Merchants' Publishing Company, Denver, Colorado.— The cards are very attractive, the design being good and the color combinations pleasing.

BLISS & RAYMOND, Rockford, Illinois.— All of the specimens are excellent, your letter-head being unusually striking in design and color. Perhaps a trifle more yellow in the red on the blotter printed in red and black would be an improvement.

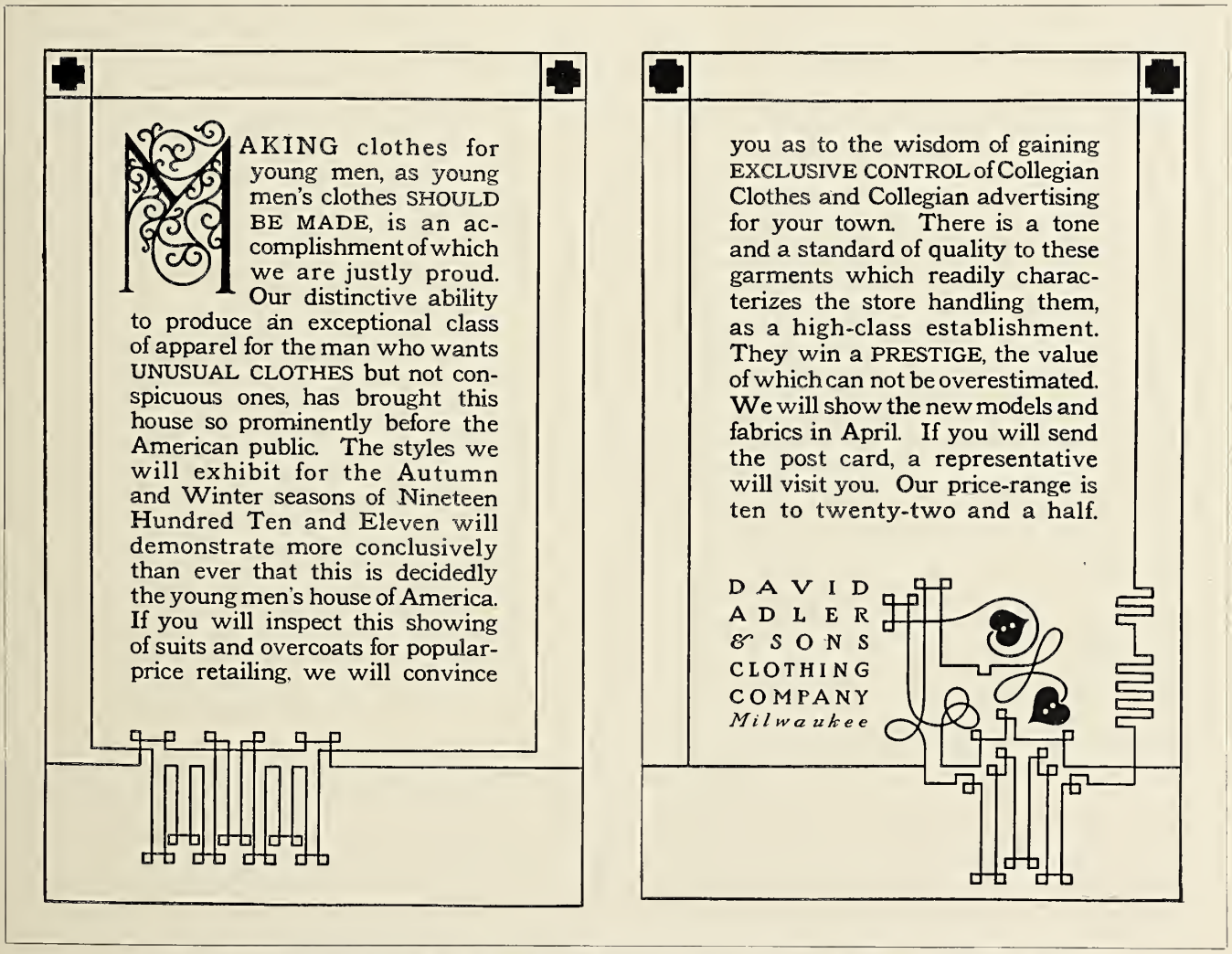
H. S. BLACKBURN, Tacoma, Washington.— Your specimens are all very neat and tasty, and we find in them nothing to criticize. The color-scheme and arrangement of the blotter are excellent, as is also the ticket for the steamboat excursion. We reproduce the latter. Perhaps a little letter-spacing, in the date line, thus doing away with some of the white between words, would be desirable.

THE Barber Printery, Winston-Salem, North Carolina.— The blotter is good in arrangement, but we think that a little more yellow in the green would improve the color combination.

AMONG the producers of highly effective printed matter the Meyer-Rotier Printing Company, Milwaukee, stands high. Not only in the occasional special job, but in the regular monthly package of examples, does this firm excel. Not only does its work show the highest efficiency in all the mechanical details that go to make the finished product — platemaking, presswork, typography, etc.— but it also shows an unusual creative ability. Among the late Meyer-Rotier products perhaps a four-page leaflet for David Adler & Sons is the most interesting from a typographical standpoint. We

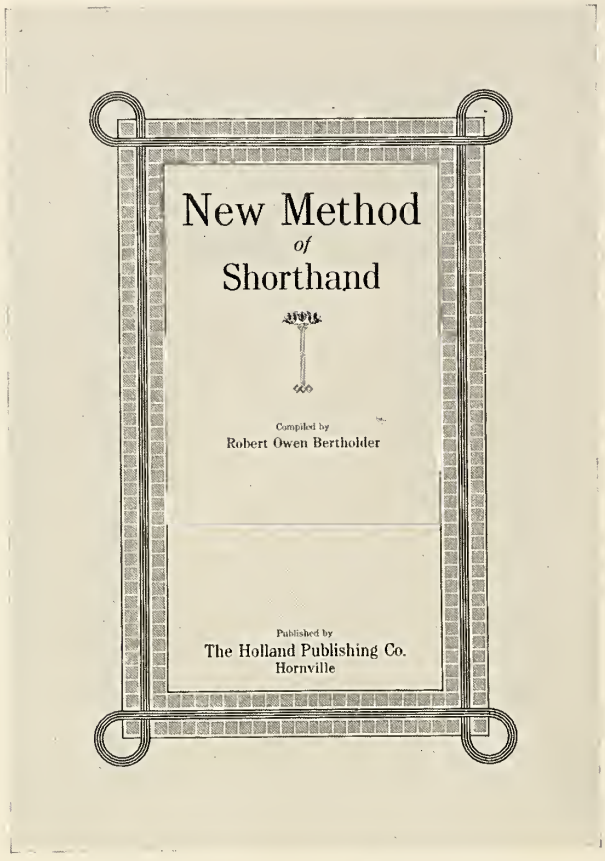


Ticket, by H. S. Blackburn, Tacoma, Washington.

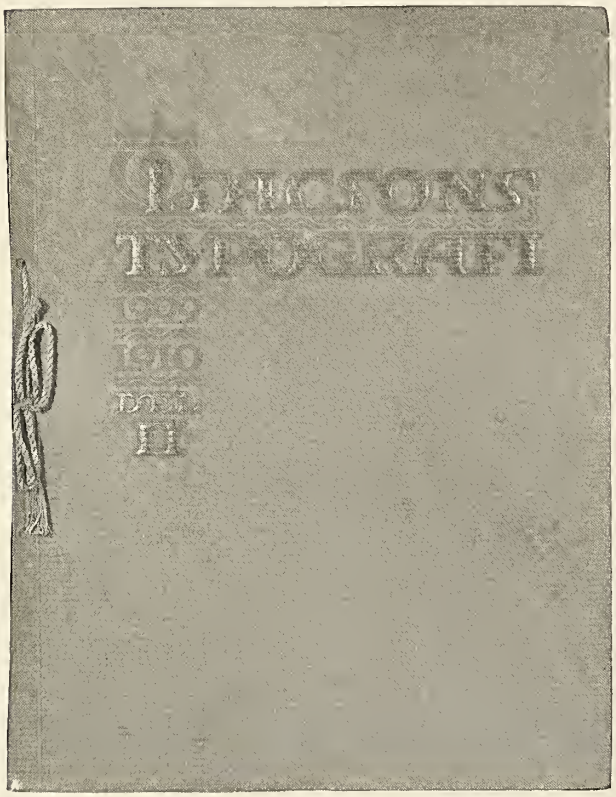


Two pages of an interesting booklet, by the Meyer-Rotier Printing Company, Milwaukee, Wisconsin. Original in colors.

show herewith a reproduction of the two inner pages. The original was in four colors. Other catalogues and booklets show exceptionally high-class embossing and colorwork.



An interesting page, from a booklet by Barnhart Bros. & Spindler.

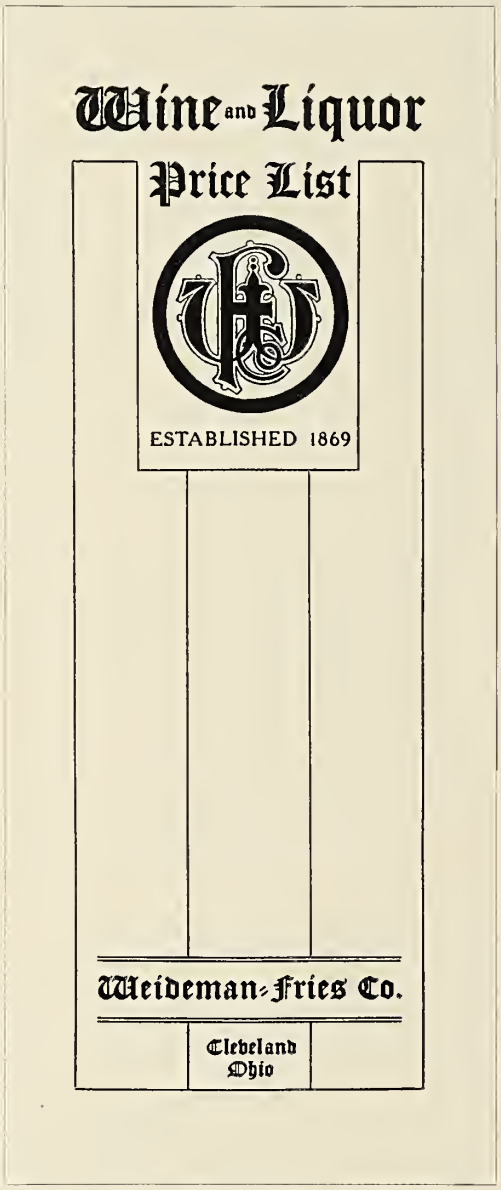


Cover of a handsome booklet, by Oscar L. Isacson, Goteborg, Sweden.

KENNETH GORRELL, Bremen, Indiana.—Your specimens are neat and attractive and leave nothing to criticize. The tint-block effect is very good, except that the green is a trifle strong.

A NEW booklet from Barnhart Bros. & Spindler, showing the Adstyle and Author's Roman series, contains many interesting page arrangements which are suggestive to the job compositor. Among the most unusual of these is one in which stock parallel rules are used pleasingly, especially as corner pieces. We show herewith a reproduction of the page.

THE J. B. Savage Company, Cleveland, Ohio.— Your specimens are very attractive in design and color, the letter-heads for the Y. M. C. A. being especially pleasing combinations. The panel arrangement for the first page of the price-list of wines and liquors is one of the most interesting we have seen in some time, and we reproduce it herewith. The original was in red and black, the rules and inner portion of monogram being in red.



Pleasing rule arrangement, by the J. B. Savage Company, Cleveland, Ohio. Original in colors.

FROM the printing-house of Oscar L. Isacson, Goteborg, Sweden, we have received a copy of "Isacson's Typografi," a handsome portfolio of specimens of high-class printing. The cover, of which we show a reproduction, is beautifully embossed in blue and gold on brown stock. The examples contained in the portfolio are mounted in a very attractive manner on neutral gray mats. The work throughout is of an excellent quality and speaks volumes for the ability of the house which sends it out.

PETER S. BOGART, Elizabeth, New Jersey.— An excess of ornamentation and panelwork characterizes the dance programs. Where rules are in poor condition or one can not get a good make-ready it is advisable to avoid the panel designs and adopt a more simple arrangement. The title-pages

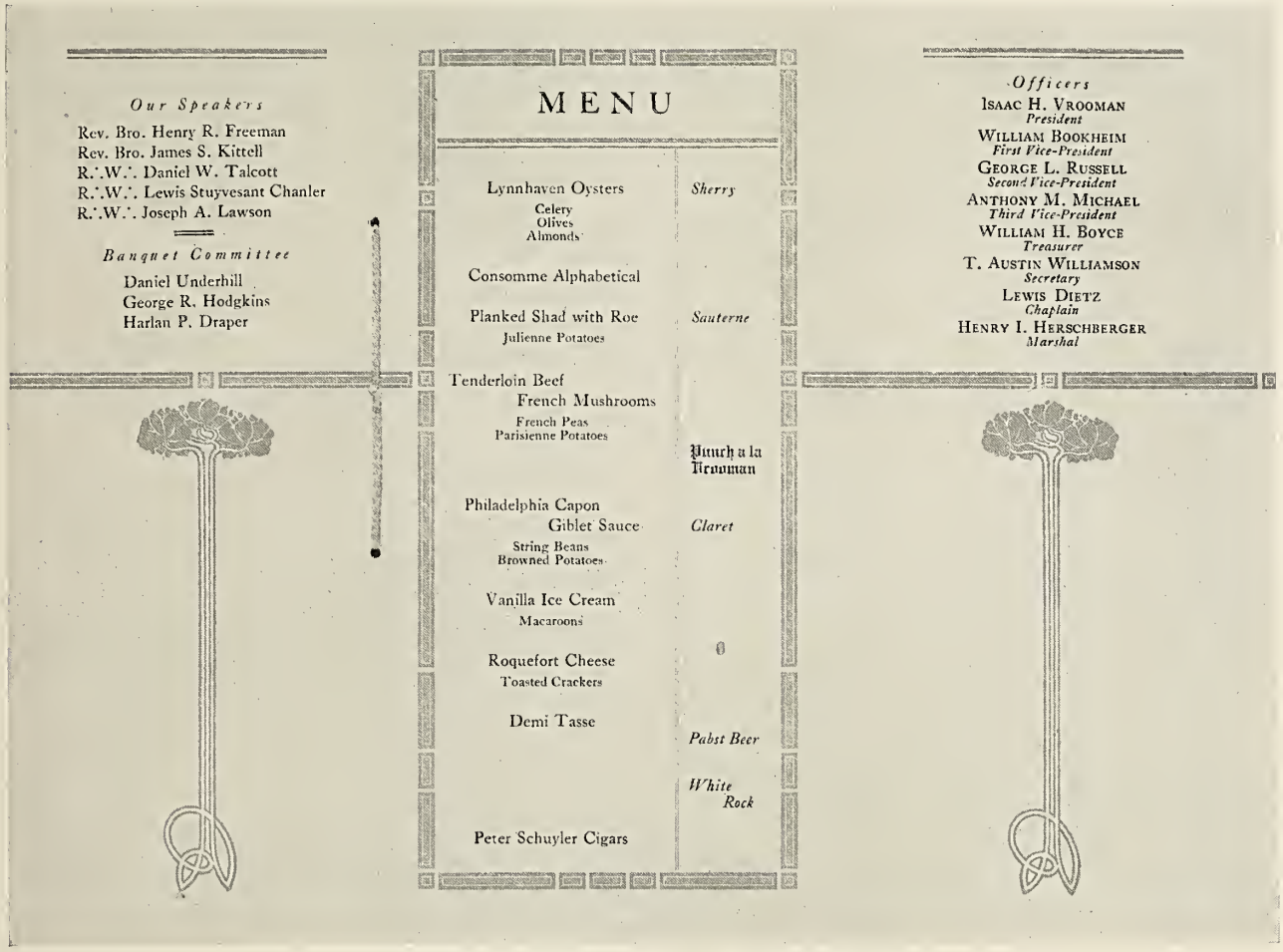
of both of these programs contain an unusually large amount of matter for the small space, and the elaborate designs only serve to make this the more noticeable.

S. B. Downing, Nowata, Oklahoma.— The blotter design, with the possible exception that the division of the space comes too close to the center, is good, and the colors are harmonious and pleasing.

Will A. Munea, Peoria, Illinois.— The color of the background is too nearly like the color used on the type, especially as the design of the background is so open. A light blue beneath the brown would be preferable.

Peacock Brothers, Melbourne, Australia.— The booklet is very attractive, although the border around the panels is not in good condition, and we rather think that black ink for the half-tones would be preferable.

Edw. H. Lisk, Troy, New York.— Both of the specimens which you submit are of the highest class. We reproduce herewith the inner pages of the menu. The colors, black and light green, on white stock, are very pleasing, as are also the colors on the card.



Interesting menu pages, by Edw. H. Lisk, Troy, New York.

Melton Printing Company, Dallas, Texas.— Your specimens are all very attractive and bear out your claim of "uncommonly good printing." The typography and presswork are excellent, and the color-schemes show a careful regard for harmony.

August Becker, Brooklyn, New York.— Your commercial specimens are very satisfactory, the booklet entitled "Business Literature" being especially good. The simple type arrangements and good color-schemes go far toward making the work pleasing.

The new catalogue of the Dexter Folder Company, devoted to the Dexter automatic clamp cutter, is an attractive bit of printing and embossing. The half-tone illustrations are well handled, and the color-scheme and embossing are unusually pleasing.

P. H. Lorentz, Buckhannon, West Virginia.— Your examples in brown and green are all pleasing and we have no criticism to offer on any of them, although possibly the elimination of one of the panels on the program cover would give a more pleasing effect.

Wetter Numbering Machine Company, Brooklyn, New York.— Both of the circulars are well arranged and nicely printed. In view of the fact that the first page of the large leaflet contains so much matter and so many cuts, perhaps it would be advisable to set the words "Wetter Numbering Machines" in a little larger size of type, in order that they may have a greater relative prominence. In that case, centering the lines would be advisable.

The Quality Press, Flora, Indiana.— The specimens are well arranged, but we would suggest a trifle lighter type-face for the display lines on the blotter. At present they are so heavy that they do not harmonize with either the balance of the type or the border.

From the Norman Pierce Company, New York city, has come another package of the high-class resort booklets for which this firm is famous. Of these latter specimens, a booklet for the Hotel Sagamore, on Lake George, is perhaps the most attractive, although all of them are unusual in conception.

Gillies Lithographing & Printing Company, Rochester, New York.— The catalogue for Brown Brothers' Nurseries is a very attractive piece of work, the cover being especially handsome. The title-page, however, is not at all in keeping with the balance of the job, and mars its general effectiveness. Your house organ, "Pen to Press," is nicely gotten up and will undoubtedly produce results.

In an exceptionally attractive booklet William M. Shirley and Frank W. Wentworth announce the opening of The Shirley Press, at Chicago. Judging by the announcement, the patrons of this new concern will experience no trouble whatever in securing the highest grade of printed matter.

Unger C. Thurman, Washington, D. C.— The program cover-page would be much improved if you were to gather the reading matter into two groups instead of three, as at present. As it now stands, the three groups are of almost equal weight, they are equally spaced on the page, and there is but little variation. If the center group were moved up and made a part of the upper one, the result would be more satisfactory.

H. Emmet Green, Anthony, Kansas.— We find nothing to criticize in the institute booklet or the bar docket specimen. Both are well handled, the booklet cover being especially good. The letter-head for the Anthony Fair Association is unusual in arrangement and very creditable. We would suggest that where you break a line through rules, as on the menu cover

for the Ideal Café, you make the line wide enough to go outside the rules on either side, even though it be only six points. The effect is better than where the type line is flush with the rules.

"THE INDEECO" is the title of the new house organ of the Indianapolis Engraving & Electrotyping Company. It is a "classy" booklet, the cover being heavily embossed without color on rough white stock, with the inner pages printed in dark green and black. The half-tones are of unusual quality.

THE Rice Press, Flint, Michigan.— The blotter is a neat piece of work, but personally we do not think it well to indulge in this sort of design. The printer must necessarily deal with design on flat surfaces, and to attempt perspective effects with type and rule is rather going out of his province.

THE Griffith-Stillings Press, Boston, Massachusetts, ever at the front as regards high-class printing, has recently issued a handsome advertising booklet, the cover of which we show herewith. It is printed in light green and



A handsome cover, by the Griffith-Stillings Press.

dark green, and heavily embossed on white stock. The inner pages, containing facsimile reproductions of letters, are not so satisfactory, the roughing of the stock making some of the printing exceedingly hard to read.

GEO. H. CHANDLER, Asbury Park, New Jersey.— The blotter is a very clever and attractive piece of typography, and you have handled the panelwork in an excellent manner. We would suggest that you try a trifle darker color for the tint form, in order that the wording between the rules may be more easily read.

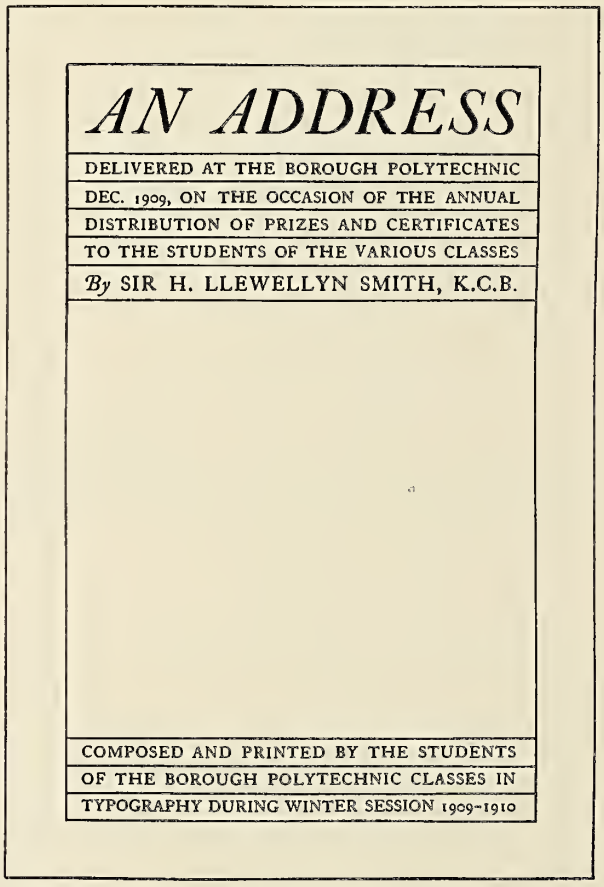
WILL FULTON, Dixon, Illinois.— Where the rules at hand are not in the best of condition we would suggest that you avoid, as much as possible, panelwork. No matter how elaborate and interesting a design may be, unsightly breaks in rules spoil the general effect. We would also suggest that you avoid the use of hair-line rules, especially on rough stock, as you can rarely, if ever, get an unbroken line. The letter-head for Clifford E. Cole illustrates this. On the title-page for the program you put too much space between words in some of the lines, and the small panels at the sides complicate the design without adding anything to its appearance.

THE Wright & Joys Company, Milwaukee, Wisconsin.— The catalogue for the I. Stephenson Company, entitled "The Story of the Maples," is an elaborate piece of work well carried out. Personally, we think that there is too much color on the inner pages, especially the title-page, but this is an expression of personal preference rather than a criticism. The cover, a reproduction of which we show, is handsome. The leaves in natural colors, rules in gold and letters in red outlined in black, give a very striking effect.



Attractive cover, by The Wright & Joys Company, Milwaukee, Wisconsin.

"THE BORO' BOOKLET" for 1910, consisting of examples of work composed and printed by the students of the Borough Polytechnic Printing Classes, London, England, has been received by this department. The work throughout — platemaking, typography and presswork — is excellent and



Title-page from booklet, by students of the Borough Polytechnic Printing Classes, London, England.

reflects great credit upon both students and instructors. Accompanying the "Boro' Booklet" is another booklet devoted to an address on technical education, given by Sir H. Llewellyn Smith, K. C. B. The latter booklet is one of the most attractive pieces of work that we have seen in some

time. Printed in red and black, on white antique deckle-edge stock, and without undue elaboration, the result is most pleasing. We show herewith a reproduction of the title-page, which will give an idea of the excellent typography, although the general effect is lost, owing to the fact that in the original the rules, with the exception of the outer one, were in red.

A. C. Roberts, Lincoln Nebraska.— Your work throughout shows exceptional ability in the creation of unusual arrangements. We show herewith a letter-head particularly adaptable to its requirements, although we think that the setting of the names above the border in a size smaller type would be an improvement.

blotter is pleasing and the smaller panel is well set, but the larger panel is crowded and hard to read, owing to the fact that you have tried to display too much of the matter. If some of the more unimportant lines were set in smaller type, giving more white space and greater contrast to the important lines, the work would be much better.

A. L. Callopy, Denver, Colorado.— The most noticeable feature about the booklet which you send for criticism is the color combination you have used on the inner pages. The colors themselves do not harmonize, and the lighter color is too weak for the headings throughout the booklet. A green or a blue would have been much more desirable in connection with



Interesting letter-head, by A. C. Roberts, Lincoln, Nebraska.

From H. A. Skinner, Philadelphia, Pennsylvania, has come a package of exceptionally high-class specimens of commercial work. A pleasing simplicity of arrangement characterizes all of the work. We show herewith a reproduction of a cover-page for a program.

Rudolph Smith, Beach, North Dakota.— Your specimens are all neat and tasty, and show a careful attention to detail. The letter-head and envelope for *The Beach Advance* are unusually pleasing, both in design and color, although personally we would much prefer decoration other than the grotesque figures in the end panels. They rather cheapen an otherwise excellent piece of work.

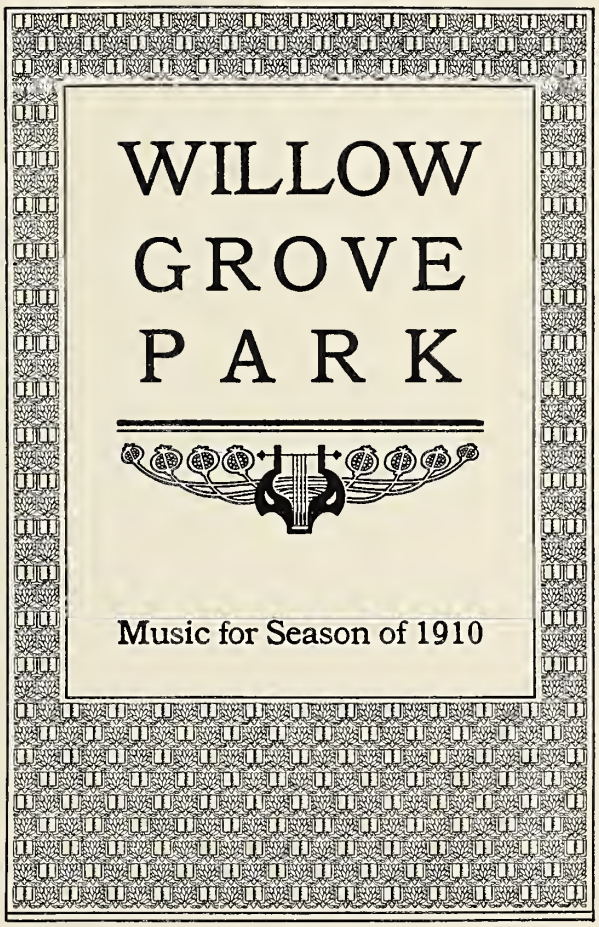
Connell Printing Company, Gulfport, Mississippi.— We would prefer a more simple arrangement for the letter-head, both in color and design. The addition of the border in the orange tint does not help any as far as the colors are concerned, and in design it does not harmonize with the squares used in the background. The label is more satisfactory, although the guarantee part is set in too wide a measure.

W. Von Konsky, San Francisco, California.— The book on which you ask a criticism is very attractively gotten up and the advertisements are well handled — much better than the usual run of this class of work. We note in a few of them a tendency toward the use of too many type-faces, and we also note the occasional use of a rule which is either too light or too dark to harmonize well with the type-face.

Hal Marchbanks, New York city.— The dignified simplicity of design shown in the specimens is a most attractive feature. The American Goetze-Gasket & Packing Company catalogue is an interesting piece of work, but the copy which we received is very poorly printed, some of the pages being gray, while others show altogether too much ink. The "Fans" circular for The New York Edison Company is very neat and attractive.

H. A. Walker, Billings, Montana.— The letter-head for McFarlin & Witham is very clever and attractive, and we regret that it does not lend itself readily to reproduction. The title-page of the souvenir program is an exceptionaly interesting design, although we think that larger and longer lines at the top of the wide panel would be preferable. We note in one or two of the specimens a tendency to overlook the question of harmony of tone between type and border. This is especially true of the leaflet for the dance and the convention program, in both of which the border is too strong in tone for the type-face. The letter-head for Chas. Warner is an unusually pleasing arrangement. Using a heavy rule on one side of a panel to give it a raised effect is rarely, if ever, satisfactory in typography. The printer deals with flat surfaces, and his decoration thereon is more pleasing if kept flat. The suggestion of perspective is not desirable.

Arthur George, Pittsburg, Pennsylvania.— The arrangement of the cover-page of the program is very good, but the color-scheme is not at all desirable. Red as the basic color of a typographical design is rarely, if ever, satisfactory. The predominating color should be a cold one — green, blue, violet or black. Exception to this may be made in the use of browns, but the warmer colors — red, orange and yellow — should be used in the smaller quantities. If it were necessary to bring the red into this job on account of the line "Red Letter Course," we would suggest that the running of that line in red, with the balance of the job in black or a very dark green, would be more pleasing to the eye. The division of space on the brown. The spacing around the initial letters is faulty. Care should be taken to have the same space at the side and bottom of an initial wherever possible. Note the difference between the spacing around the "M" on page 7 and the "T" on page 6 — how much more satisfactory is the former. The cover is very attractive, both in design and color, although personally we think that something of a more dignified character in design would be more fitting for a cover of this kind.



Program cover-page, by H. A. Skinner, Philadelphia, Pennsylvania.

NEWSPAPER WORK

BY O. F. BYXBEE.

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate-cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects, to O. F. Byxbee, 4727 Malden street, Chicago. If criticism is desired, a specific request must be made by letter or postal card.

Newspaper Man Hero.

Albert J. Barr, proprietor of the Pittsburg *Post and Sun*, recently saved the life of a chauffeur. Gasoline had exploded in a garage and the chauffeur was a mass of flames when taken in hand by the publisher, who also helped extinguish the fire in the garage, with full knowledge that the remaining cans of gasoline might explode at any time. The modesty of Mr. Barr and his efforts to conceal his identity made it impossible to unravel the mystery for several days. In the meantime his own papers contained glowing accounts of the brave deeds of the mysterious life-saver, and were faithfully endeavoring to ascertain the name of the hero. Besides publishing the *Post and Sun*, Mr. Barr is also a director of the Associated Press and a member of the Carnegie Hero Commission.

Country Publisher Makes Courageous Statement.

Backbone is a valuable asset. And it is an asset not possessed by every country publisher and job-printer. In fact, the backbone that enables a man to stand up and demand a fair price for his work, in the face of harrowing competition, is wofully lacking, not only in many country publishers, but employing printers of the larger cities. Whenever there is found a publisher who has the temerity to demand recognition as a *business man* in his community, and who makes his prices conform with safe business methods, his light shines as a beacon of encouragement to those of his brothers who are prone to wabble at the knees when confronted with cut-throat competition.

The editor and publisher of the Monroe (Wash.) *Monitor-Transcript*—H. D. Matthews—is a worthy example of the business printer. And he is not afraid to let his clientèle know that his rates are high enough to permit of a good living and reasonable profit on investment. The following editorial is taken from a recent issue of his paper, and is given space here because of its exceptional merit. It will be appreciated by every class of printer everywhere:

SOME LIGHT ON THE PRINTING BUSINESS.

Publishing a newspaper is a business that a man may never stop learning. He may learn to be a grocer or a dry goods merchant or a blacksmith, and after a few years' experience he can continue doing the same thing over and over again — if in the former two classes, restocking his shelves and selling more goods always at a fixed advance over the cost which he knows is necessary in order to afford him profit enough to cover his expense, his cost of living and a reasonable profit; if in the latter, learning what it is worth to shoe a horse or put on a set of tires and agreeing with other blacksmiths what shall be charged for the work, as do professional men and members of labor unions.

But the printer has little or no stock to turn over, and in but few cases any really fixed charges for his work. His plant is a manufacturing plant — his capital tied up in expensive machinery and printing material that depreciates rapidly in value. If he is not business man enough to know that he must make interest on his investment and at least ten to fifteen per cent per year allowance for depreciation, in order to keep his plant renewed with good material and machinery — both being fixed charges against his annual business — over and beyond his operating expenses — before he can pay himself a salary or think of taking any profits out of his business — his plant will run down, his intellect and ability to help his community degenerate and himself become, what country printers often are, a veritable charge upon the business interests of his home town.

The publisher of a country newspaper is entitled to just as much respect — to the privilege of having his business recognized as a dignified source of livelihood — as is accorded the heads of other business enterprises in the same community. It is his own fault if he is not. If he honestly devotes his efforts to furthering the best interests of his community through his newspaper and supplies his patrons with a good product of his job presses at rates equivalent with what they can get the same work done by other men in the printing business, he is doing just what they are doing — selling his paper, his advertising space and his job-printing at prices that will give him a fair return for his labor and energy and ability, over and above a reasonable interest on his investment and a fund with which to continually keep replacing his wearing-out plant.

Did you ever hear of a country printer getting rich? If not, it is because most of them, even while practicing good business methods in the conduct of their businesses, do not get support enough locally to make the gross volume of business sufficient to allow any profits to come out after the fixed charges are allowed for and operating expenses paid.

The little cheap printer who says he can do jobwork for so "little" and sell advertising space for next to a song doesn't know what he is talking about — does not know and never will learn his own business so as to be able to make a success of it. And communities like successful businesses, whether they are newspapers, clothing firms or banks.

The editor of this paper is conducting a business that he takes a pride in and to which he devotes his best efforts for the benefit of the town and surrounding country and his readers. It is not altogether egotism that enables him to say that he is publishing at least as good a paper as is issued in any town in the State of equal size — that is fact. It is brought about through the exercise of as good business methods as he has been enabled to acquire of country weeklies and city dailies in an experience of twenty-two years.

The getting out of a good newspaper goes hand in hand with the support accorded it. Unless the paper is good — a paper that is subscribed for generally and *paid* for — it is not regarded by business men as being worthy of much support in the way of advertising. If he does not get their business, at fair prices, *it can not be made a good newspaper.* It takes money to run a newspaper — just how much no man knows until he gets a good taste of the business.

In running the newspaper there is just one man whom the editor can suit, and that is — *himself.* His paper is a mirror that merely reflects what is going on in his community. Personal prejudice, bias or feeling of any kind must be kept out of its columns if the publisher can hope to retain the good will and respect of his readers. It must be absolutely fair and impartial. Its columns are open to all for reasonable discussion of matters of interest and its efforts must be devoted equally to the benefit of all — not to the assistance or support of the few. If the editor is honest, he can not help at times trampling on some one's toes, but the courtesy should be accorded him of believing that it is not for his own personal good but for the benefit of the community. A spineless editor, who simply tries to cater to all and not offer any criticism from fear of making enemies, never amounts to anything and his paper is hardly read.

The editor of this paper believes in public improvements and progression. He pays considerable taxes himself, not wholly on property acquired in the newspaper business in Monroe, and, consequently, does not aid in getting them without cost to himself. He is constantly working for a bigger and better Monroe and a better developed, more thickly settled neighboring country, better schools and better means of communication and transportation. He is not doing this merely for his health. He has made and is making as much clear profit in a year as the average country printer, with reasonable intelligence and willingness to work, can expect to make. He charges for his work what it is worth — not what the cheapest printer in the State will do it for. A recent personal investigation of the job-printing plants of Snohomish and Everett showed that he was getting on the average for his jobwork a little more than was being paid in Snohomish and a little less than the Everett rates. But Snohomish is hardly a criterion. For many years back it has not been possible for a man in the newspaper or printing business to earn even a decent living in that good old town. The old paper has changed management every few months, and a new paper that was started lived only a short time. The editor of this paper only asks a fair profit on all the product of his plant. *No printer with equal investment in a good plant* could do the work cheaper and make a decent living and *any* actual profit. Still, this plant is prepared at all times to meet competition on work where equal quality of workmanship and stock as is here put into all work is demanded.

The *Monitor-Transcript* plant is well equipped and represents a fair taxable valuation. It gives employment to several people constantly, who earn good wages and live and use their incomes in Monroe. Its editor is

in the newspaper and printing business — that alone — it takes all his time and attention — and asks the friendly consideration and business of such people in this portion of Snohomish county as believe it worth while to support and aid in its growth and development toward the end of enabling it to become a really good newspaper, that will be a growing benefit and which will be printed in a plant that will be a credit to the community.

Correspondence in Rhyme.

A correspondent in an Oklahoma paper gives the news in rhyme. After describing the hilarity of the farmers over the falling rain, the following classic (?) appears:

O, there is one important thing,
Which I just almost forgot:
Mrs. Hodges' niece, Mrs. Mabel Kites,
Had to face a terrible lot.

She was called home to see her dear brother,
Who was drowned some few days ago;
'Tis terribly sad, dear Mabel,
But can't be helped now, you know.

We all have to meet these terrible things,
But we have to bear it, you know,
And the only thing we can all do,
Just be prepared and ready to go.

The Man — The Field.

Lively interest has developed in THE INLAND PRINTER'S effort to bring together *the man* and *the field* — the man with the necessary ability to become a newspaper publisher, and with small capital, and the field where these attributes can be expended to the best advantage. No names are to be published, but those interested may be brought together through correspondence with the editor of this department. Three additional fields are added this month:

Field No. 2.— I am the owner and publisher of the newspaper at this place. I have a plant that cost about $5,000, and is practically new — office has been almost entirely reëquipped in the last three years. Equipment includes a Unitype and other modern machinery. I did a business last year of a little better than $3,000 gross. I get good prices for everything and have a good field, which I am sure will yield much more business than I have ever done. During the nine years I have been editor, foreman and general all-around boss all the time. The load is getting to be more than I want to carry, especially when I can see that I can handle more business, make more money and take life easier if I am not tied down in the office fourteen hours every day in the week. I have studied over the matter considerably, but am not sure what I want. I have thought, however, that if I can find a desirable man with a few hundred dollars to invest I would take him in, or I might waive the investment, if the right party appears, and give a working interest. I want to retain the editorial and business ends and would want the other fellow to take charge of the mechanical end and help on local work. The point that bothers me is what would be an equitable proposition to make. If the other party would have enough money to buy a full half interest the problem would be easy. But if he has only enough for a small investment, or none at all, I don't know how to fix it. I want each of us to have a square deal. I am ready to submit to a searching investigation of all the statements I make.

Field No. 3.— My present plant is yet in a somewhat meager state; it is what I have worked up from without a cent in the past ten years. Incorporated January, 1908, but I own practically all of the stock in the bookbinding department, consisting of power cutter, power stitcher, ruling machine, standing press, job backer, board shears and all other accessories. The printing department I rent, and consists of 12 by 18 Chandler & Price Gordon and about twenty-five fonts of type, which outfit is very necessary in my business, in printing the loose-leaf sheets and blankbooks we make. We also do a goodly amount of commercial printing, all of which comes in unsolicited. The field here is without equal for work. I have done no soliciting whatever during my business career, but on the other hand my work has been self-advertised. Am always swamped with orders. I am investing the profits derived back into the plant right along. But if I could get some one to help me and take the same interest in the work as I do myself I should be glad to share a good deal with such a man. Capital would not be needed so much as a good partner who is willing to work. What I wish especially to do is to get somebody who knows to take up some part of the work — the binding department or the printing department. This article may be the harbinger of an eventful enterprise if the right key-note is struck. A newspaper can probably be considered, as there is an open field here for one.

Field No. 4.— I own a business equipped to do all kinds of ordinary printing, and also publish a paper. The business has been established for four years, and in that time, without any capital other than that which came out of the business, it has grown from a $700 outfit to one invoicing near to $5,000. In February, this year, I started the *Journal* without a subscriber and now have over one thousand. This census will give —— five thousand or over population, and the county has something like twenty-five thousand. There is one other paper here, established about fifteen years ago. Right now I have a chance to control the newspaper business in the county for years to come if I had the proper capital and a hustler to come in with me.

Four more men registered during the month. No. 3 is a rather lengthy description, but is expressed in a novel manner:

Man No. 2.— Had ten years' experience in the front office, commencing with Vol. 1, No. 1, and I believe I could do just as well again. Am a practical printer, at present employed, and know all the ins and outs of a country newspaper. With my city experience at the case I feel that I am fitted to handle a paper so as to make both ends meet. Can give best of references as to ability as well as reliability.

Man No. 3.— In the May number of THE INLAND PRINTER you invite dire calamity upon yourself, but if you can stand it I don't suppose I ought to kick. If your efforts to bring the man and the field into conjunction, as it were, do not meet with any success whatever, at least you show a commendable spirit in making the attempt. Now, I haven't much faith in your proposition, and yet there must be present within me a certain amount of hope, or why should I be writing you?

The field — my field — must be in a country where the sun shines twenty-four hours a day, seven days a week and fifty-two weeks in the year — or approximately so. I want to get into a country where there are woods, and a stream where the patient cow may teach me patience as she stands in the middle of it and swishes flies off her back with her bedraggled tail and peacefully chews her cud. I want to get into a country where there are four seasons — spring, summer, autumn and winter. I must insist that the summers be not too hot nor the winters too cold, and that spring's ethereal mildness shall not be shattered by a belated snowstorm in June or July. Of course, there must be a town, a good town, and the shop must be on Main street or Central avenue. It would be fine if I could have a private editorial room upstairs, with speaking-tube to converse with the foreman of the composing-room, but this glory of the country editor I would be willing to forego for a time, as I would expect to be the aforesaid foreman myself for a little while. This town ought to be a county-seat, for people of the county-seats are always just a little better than the people in the outside towns, or at least the people in the outside towns throw a kind of glamour over the capital of the county that makes them think the residents in the C. H. are really better. The plant must be modern and up to date, with just enough job-printing to keep the printer busy when he isn't setting type for the paper. We would want at least one thousand subscribers at $2 a year, and each one paid in advance. And each of the two thousand subscribers will be a reporter without salary. Happy reporters they would be, too, for they would expect nothing.

The man — that's me — (I would have said "that's I," only I don't want to be pedantic) — that's me — I am thirty-seven years old, have a good job — a couple of them, in fact — that keep me busy most of my waking hours. I am a linotype operator and an editorial writer. I started in the printing business in Ohio, where I was born, while I attended the schools. After finishing the high-school course and being able to set one thousand ems an hour, I joined the union and have been a member ever since. The mechanical department of a daily newspaper pays more money for fewer hours of work than does the "brainery" department, so I stick to the printing end of the game. My money is my least trouble, probably because of its limited proportions. A thousand dollars I could easily raise, and if I found the right location I might be able to squeeze out another thousand, but it would have to be an exceptional opportunity for me to invest $2,000 in a print-shop — for I could make more money investing that other thousand in shoes and selling them to the natives. Shoes are much more staple and imperishable than type, though the name of the shoe dealer is soon forgotten when he is gone, and the name of the editor is imperishable.

I have been married ten years and have three children; have been a peripatetic printer and musician, but have almost forsaken the violin, my favorite instrument. I have worked in cities ever since I joined the union, with the exception of one year in a small town. I guess I am getting old, for I have lost much interest in the work in the city and sigh for the village. Is there a place in the country which will fill my ideals? It is up to you, Mr. Byxbee, to find it, or to call the attention of some vain seeker after a man with newspaper experience to my many qualifications.

Man No. 4.— I would like to join another printer, experienced in the business, in the purchase of a plant, for I believe, as expressed in your book, "Establishing a Newspaper," that it is better to buy an existing,

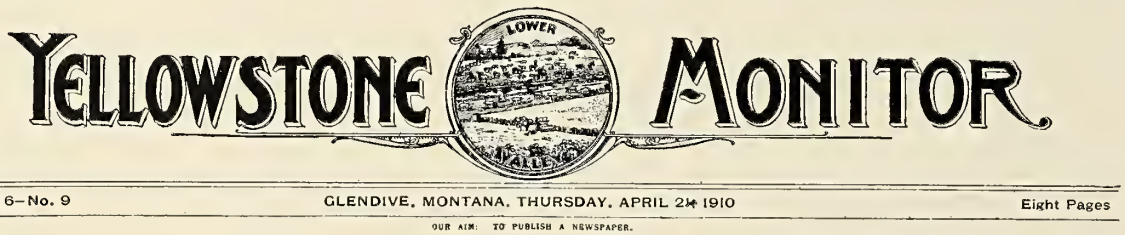
though run-down office, than to start an opposition paper, or go into a town having no paper and wishing none. I would prefer to locate in a town of not less than fifteen hundred or two thousand in southern California, or at least where it is not extremely cold. This for my wife's sake. Western Montana would suit. Am a printer who doesn't drink, familiar with newspaper and jobwork, having worked on the dailies and in some of the best job offices of the country. But now I want to embark in business for myself. In fact, I have been employed as both printer and editor of a country weekly, and feel confident from results that I know the "tricks of the trade." Possibly few printers can be found who are thoroughly qualified in a business way, but in buying out a paper already established or started this would not require such fine business tact as in starting fresh. I could edit and do the manual labor, and do it well, but would have to confess a weakness in getting business, though would be willing to do my part if my prospective partner so desired. Am willing to make the paper Republican or Independent. You might know or hear of some proprietor who wants a printer-partner with money to join him.

Man No. 5.— I am a flat-bed cylinder pressman, but I always had a great desire to enter the newspaper field. I can invest $5,000 cash, with services, in a good Republican paper.

Other *men*, and those who know of other *fields*, are invited to send the details to this department.

"Our Aim—To Publish a Newspaper."

Dwight S. Anderson, editor of the Spokane (Wash.) *Weekly Observer*, sends the heading from the Glendive (Mont.) *Yellowstone Monitor*, which is reproduced herewith, and writes: "The motto of this paper is so simple and yet so expressive, that it occurs to me you might want to reproduce it in your magazine. This bit equals if not exceeds in dry humor the head which a country newspaper, not far from Spokane, put on a leading newspaper article, the execution of a murderer, which was not a complete success. It was: 'Almost Hung.'" There are papers which might frame this motto, "Our aim — to publish a newspaper," and keep it in plain sight — "lest they forget."



PAPER WITH A UNIQUE MOTTO.

Newspaper Criticisms.

The following papers were received, together with requests for criticism, and brief suggestions are made for their improvement:

Reformatory Outlook, Mansfield, Ohio.— I have not seen a copy of your paper in over two years. The issue before me is about as near perfect as careful composition, make-up and presswork could make it.

Fredericktown (N. B.) *Mail*.—Another attractive first page. The increase in size to seven columns gives a better opportunity for a well-balanced arrangement of headings. The *Mail* is one of the best Canadian papers that has come to my desk.

Yuma (Ariz.) *Examiner*.— Your issue of May 20 reached me in such bad condition that it is hard to tell what it would look like fresh from the press. The Christmas number was a very fine piece of work — the presswork on the half-tones was well executed.

Frederick (Okla.) *Leader*.— You have a bright, newsy first page, and it is well arranged. In making up correspondence avoid, as far as possible, dividing a town, but where this can not be avoided you should divide an item so that a "break-line" will not be at the top of a column.

Livermore (Cal.) *Herald*.— You have reason to be proud of your little paper, as it is very neatly arranged. I think you make a mistake in running your editorial on the sixth page. It is customary to use the fourth page for this department, and it is entitled to at least that prominence.

Three Vital Questions Discussed.

Among the printed matter received this month is a bound copy of the "Proceedings of the Nebraska Press Association," in which three vital questions to newspaper publishers are ably discussed. These are the rate that should be charged for advertising, collecting subscriptions in advance, and handling county correspondence. These speakers got right down to facts, and I will give a few of the more salient paragraphs:

ADVERTISING RATES.

John M. Cotton, Ainsworth (Neb.) *Star-Journal:*

It has always seemed to me that the average newspaper man puts too slight a value on his advertising space. A merchant in Ainsworth once came to our office to contract for a page. I told him that as he was paying 10 cents an inch for the space he was using that he could have the page at the same rate. We measured and found that a page contained 152 inches and that it would cost him $15.20, or $15 in round numbers. He laughed a little, and then said: "That's something like it. I went to the office of a certain other paper and asked them the price on a page and was told it would be $5. I thought that if they did not value it more than that it certainly would not be of much service to me, and I did not take it."

In the opinion of the writer, no contract for advertising in any paper of general circulation ought to be less than 10 cents per inch for each insertion. For papers having a circulation above 1,000 copies the rate ought to be 12½ or 15 cents.

Some papers make out their bills on a monthly basis, regardless of whether the month has four or five weeks. As these bills are usually made on the basis of four weeks to the month it will be seen that this is a manifest injustice to the publisher. In a month where there are five issues, his expenses are twenty-five per cent more than in the ordinary months. There should be thirteen months in the newspaper man's calendar.

CASH-IN-ADVANCE SUBSCRIPTIONS.

F. D. Reed, Shelton (Neb.) *Clipper:*

I get the money or the subscriber doesn't get the paper. I adopted the cash-in-advance system four years ago, the first of January, and I have never had any cause to regret it. When I made up my mind to adopt it I tried to figure out about how many subscribers I would lose by the change from a pay-any-old-time plan to the cash-in-advance system. I spent a good deal of time figuring, but I must admit that it was the poorest job of figuring I ever did in my life. I estimated that I would lose at least a hundred subscribers, but, strange to say, I found that I didn't lose one-fourth that many, and in the course of a few weeks nearly all of the lost ones returned. I was even myself surprised at the result.

In my plan I use the card-index system and have a way of notifying each subscriber by postal card when his subscription will expire. This notice I aim to send out about two weeks before the subscription expires. If I do not get a response within a week, another card is sent, again calling the subscriber's attention to the fact that his subscription will expire on a certain date and asking him to renew before that time. He then has one paper coming to him, but in case he does not come in or send the money within the week a third and last card is sent, in which he is told that unless he renews at once his name will be dropped from our list. It is very seldom that I find it necessary to send either the second or third cards.

COUNTY CORRESPONDENCE.

E. R. Purcell, Broken Bow (Neb.) *Chief:*

I keep an accurate record of my correspondents, which shows the dates throughout the year that each one has sent in items. This record is posted by means of check marks and it takes probably ten or fifteen minutes each week to post it. A glance at this book will, at any time, tell me just what

each correspondent is doing, and enables me to keep in close touch with this department.

During 1909 I published 1,109 letters of correspondents, making an average of twenty-one each week. (So far as I know this is the largest volume of correspondence published by any country weekly in the State.) When I tell you that this average has been maintained during a period of a number of years you can perhaps guess why it is that my circulation has reached 2,900 copies.

I can not tell you what class of people are most desirable. In most cases the young lady, generally the school teacher, is the easiest to secure, and many of them make good. My three best correspondents are two ladies, both past fifty years of age, and one young man, a school teacher.

Now, in regard to paying correspondents. Money does not buy competent service in this line of work. The correspondent writes for the paper because he likes the work. The country weekly can not pay for this service. The cost of getting the news, added to the cost of publishing it, makes it prohibitive. The person who writes for the paper because he likes the work is sure to make good, while the one who does it from a mercenary standpoint soon tires of the job, and after a few weeks or months you will find your paper not represented at that point.

During my twenty years of newspaper work I have never paid a correspondent. I try to impress them with the fact that I appreciate their work and that their community is benefited by the good, wholesome news items they contribute. At Christmas time I always send each one a small remembrance, and their acknowledgments show marked appreciation.

I do not have a long list of rules for correspondents, but I have a few emphatic ones. They are: "Get good, wholesome news items," "Avoid personalities," "Be accurate," "Sign your name."

Changed to Strictly Cash in Advance.

The Hannibal (Mo.) *Courier-Post* has changed over its mail circulation to a strictly cash-in-advance basis, claiming to be the first newspaper in the State of Missouri to take the step. The publishers report that, rather contrary to expectations, the subscribers are delighted with the new proposition and almost invariably state that it was simply good business. The circulation of the *Courier-Post* is now strictly paid in advance, no orders are accepted unless the money is paid when the order is taken, and the paper is stopped on the day of expiration unless another payment is received.

A Few Ads. Which "Made Good."

Last month brief reference was made to a series of forty bank ads., submitted by C. H. McAhan, of the St. Joseph (Mo.) *News-Press* — a series which Mr. McAhan states were "business getters." These forty ads. were all set in four inches, double column, and a few of them are reproduced. The man who wrote these ads. undoubtedly did his share toward making them successful, but his good arguments would have been wasted if they had not been so nicely displayed.

Newspaper Bookkeeping.

A correspondent asks for a system of bookkeeping for handling subscriptions and advertising on a country newspaper. Subscription accounts should be considered only on a cash basis. Subscribers' names should be carried on a card index and upon expiration the card should be removed. A small subscription cash-book should be kept in which should be entered each day the name of each subscriber paying his subscription and the amount paid, and the total each night carried to the general cash-book. This avoids the necessity of a journal or ledger in connection with your subscription accounts. In regard to the advertising: as soon as each issue of the paper is out the advertising in that issue should be entered in your journal and from there charged on your ledger. Where advertising is to be charged once a month or once a quarter, the man who charges from the paper may simply check these ads. and charge them only when the period is up. In your ledger you should carry a subscription account and an advertising account. At the end of each month the subscription account should be credited with the amount of cash as shown by the general cash-book. From the entry in your journal the total amount of advertising in each issue should be credited to your advertising account, and the various items charged to



SOME BANK ADS. WHICH WERE "BUSINESS-GETTERS."

the various advertisers. These advertisers' accounts are then credited as payments are made as shown by your daily cash record.

Ever Need a Want?

An editorial in a Canadian paper states: "The reception which has been accorded the *Press* by the reading public has shown that it is satisfactorily filling a needed want."

Fifty-sixth Anniversary Number.

W. J. Watson, publisher of the Oshawa (Ont.) *Vindicator*, published a "Fifty-sixth Anniversary Number" of his paper recently. It was fully illustrated with half-tones of the interior and exterior of his plant, and had as a special feature reproductions of the editorials appearing in the early issues of the *Vindicator*.

Meeting of Illinois Editors.

Two hundred editors attended the annual meeting of the Illinois Press Association, in Chicago last month, which proved to be one of the most interesting gatherings the association has ever held. Among the important questions discussed was the recommendation of President W. T. Bedford, of the La Salle *Tribune*, that a school of journalism be organized at the University of Illinois. "King," one of the Chicago *Tribune's* cartoonists, depicted some of the notable men present as shown in the illustration reproduced herewith.



MEMBERS OF THE ILLINOIS PRESS ASSOCIATION, AS SEEN BY "KING," OF THE CHICAGO "TRIBUNE."

News Notes.

THE Carmi (Ill.) *Times* is now a biweekly.

THE Easton (Pa.) *Free Press* is building a new home.

THE *Dixie Land Magazine* is a new Atlanta publication.

THE Bradly (Tex.) *Standard* is now issuing twice a week.

THE Mount Carmel (Pa.) *Signal* has suspended publication.

THE St. Tammany (La.) *Farmer* will publish a daily paper.

THE Wyoming (N. Y.) *Reporter* has moved to Victor, N. Y.

AT Brady, Tex., the *Star* has consolidated with the *Enterprise*.

E. A. TALBERT has taken charge of the Forest (Ohio) *Advertiser*.

THE Niagara Falls (N. Y.) *Gazette* sustained a fire loss of $5,000.

LOSS BY fire was recently sustained by the *Journal*, at Beaver, Okla.

THE *Optimist*, Prince Rupert, B. C., is now being issued as a daily.

BLAIR, NEB., is to have a Socialist paper. It will be called the *American*.

THE Medicine Hat (Alta.) *News*, formerly a weekly, is now being issued daily.

ELLWOOD CITY, PA., according to reliable authority, is to have a daily paper.

THE Associated Weeklies of Indiana held a successful meeting on June 10-11.

THE *Ladies' Home Journal* will appear semimonthly, beginning September 1.

DEMOCRATS will start a new daily newspaper at Topeka, Kan., about August 1.

A NEW paper is planned for Hollister, Idaho. J. W. Tanner will be the publisher.

AT Peking, China, the *Gazette* recently celebrated its one-thousandth anniversary.

A RAPID drop in the price of paper is predicted by experts in touch with the situation.

A CONSOLIDATION of the *Sentinel* and *Gazette*, at Jefferson, Ohio, has been reported.

THE Richville (Minn.) *Leader* has been absorbed by the *Bulletin*, of Perham, Minn.

A NEW morning Republican newspaper, it is reported, will be established at Carlisle, Pa.

AT North Vancouver, B. C., the *Express* has begun the publication of a mid-week edition.

IT is reported that Chicago parties are negotiating to start a new daily at South Bend, Ind.

WARREN G. HARDING, editor of the Marion (Ohio) *Star*, is being boomed for governor of Ohio.

ONE cent is now the price of the Washington (D. C.) *Star*, having been reduced from 2 cents.

W. T. GUEST has taken charge of a new magazine at St. John, N. B., known as the *Busy East*.

THE Montana States Press Association will hold its annual meeting at Bozeman on July 21-23.

KINDERSLEY, SASK., a town less than a year old, has a paper, recently launched, called the *Clarion*.

L. R. BENJAMIN has established the *Portage County Daily Journal*, covering Ravenna and Kent, Ohio.

A HIGH-CLASS magazine will be published shortly at Winnipeg, Man., by the Beckie Publishing Company.

Canadian Finance is the name of a new publication to be started at Winnipeg, Man., by the Stovel Company.

IT is reported that Leopold Sigward, a well-known glass manufacturer, will start a daily paper at Fairmont, W. Va.

NEW DENVER, B. C., is to have a weekly paper. It is to be called the *Slogan* and will be published by James Grier.

FRED PHILLIPS has moved the plant of the *Echo*, at Dominion City, to Viking, Alta., and is publishing a new weekly there.

"THE COMIC SUPPLEMENT" is the name of a new musical comedy presented for the first time on June 6, at New York city.

WILLIAM REYNOLDS has succeeded George A. Smith as manager of the Nevada County Publishing Company, Nevada City, Nev.

NEW ORLEANS has a new trade paper, the *Modern Sugar Planter*, published by A. B. Gilmore, formerly of the *Sugar Planters' Journal*.

THE McKees Rocks (Pa.) *Record* appeared recently as the successor of the McKees Rocks *News*. J. A. Giles is conducting the new paper.

E. L. LUCAS, publisher of the Tishimingo (Okla.) *Democrat*, has purchased the *Capital*, of Chickisaw, and consolidated the two as the *Capital-Democrat*.

JAMES M. THOMPSON is now the sole owner of the New Orleans (La.) *Item*, having purchased the holdings of Frederick I. Thompson, of New York city.

A MOB broke into the office of the Black Hills (S. D.) *Daily Register* recently and demolished the plant with sledge-hammers. The attack is attributed to labor troubles.

A MERGER has been effected between the Spartanburg (S. C.) *Journal* and *Free Lance*, the first-named paper taking over the good-will and subscription list of the latter.

AFTER thirty years' existence, the San Juan Valley (Cal.) *Echo*, on June 1, suspended publication. The plant has been taken over by the Spreckles (Cal.) *Courier*, of which Thos. A. Hughes is the editor.

AT Brook Haven, Miss., E. N. Bryant, a colored editor, was recently driven out of town and his newspaper plant and residence burned. Offensive articles in his paper are said to be the cause of the attack.

THE interest of A. V. Hankinson in the Westfield (N. J.) *Leader* has been taken over by the Leader Publishing Company, headed by Walter J. Lee, who began his career as an office boy on the New York *World*.

THE plant and building of the New Haven (Conn.) *Union* were completely destroyed by fire on June 7. The paper is being printed in the office of a local morning paper. The loss to the building alone was $25,000.

EDITOR Frank Greenleaf, of the Savannah (Ill.) *Journal*, has been bequeathed $10,000 by the terms of the will of Abbie L. Myers, of Stirling, Ill. The will states that this amount is left the editor in appreciation of "kindness rendered."

JOHN J. HAMILTON, formerly publisher of the Des Moines (Iowa) *News*, and active as a pusher of the famous "Des Moines" plan for city government, has written a book, entitled "The Dethronement of the City Boss," issued by Funk & Wagnalls Company.

THE Toronto (Ont.) *Star* has begun the publication of a weekly edition. The fact that "Joe" Clark and H. W. Jakeway, well-known to Canadians through their work on the *Saturday Night*, are in charge of the new weekly, removes all doubt of its ultimate success.

New Publications.

Provost, Alta.— *Star.*
Baxter, Tenn.— *New Era.*
Clarksburg, Pa.— *Exponent.*
Tracy City, Tenn.— *Mountain Herald.*
Bassano, Alta.— *News.* W. D. Cameron.
Pomono, Mo.— *Progress.* H. G. Pilcher.
Holden, Alta.— *Herald.* James Newport.
Wheaton, Mo.— *News.* George A. White.
Manchester, Kan.— *Motor.* Frank Pattee.
Kalispel, Mont.— *Times.* Knight & Cade.
Chicago, Ill.— *Commercial Times* (daily).
Galena, Mo.— *Republican.* J. C. Oldham.
Davis City, Iowa.— *News.* Mallory Grant.
Belfast, N. Y.— *Bulletin.* E. P. Markham.
Chicago, Ill.— *Commercial Journal* (daily).
Starkville, Miss.— *Poultryman.* Nason Guy.
Crandall, S. D.— *Times.* Dudley & Pemrick.
Deerwood, Minn.— *Enterprise.* Aaron Carlisle.
Evelyn, Ont.— *The Nudger.* Richard Mathews.
Three Rivers, Que.— *News.* Charles G. Ogden.
Meriden, Miss.— *The Mississippian.* W. F. Gray.
Murray, Ky.— *Gazette.* Perry and John Meloan.
Danville, Ky.— *Messenger.* Louis Landram, editor.
Rolfe, Iowa.— *Arrow.* Bruce Publishing Company.
Mount Forest, Ont.— *Sun.* Third weekly for this place.
East Syracuse, N. Y.— *The Angler and Hunter.* J. C. Peck.
Victoria Harbor, Ont.— *Era.* Thomas McGowan, of Thornbury.
Harrison, Tex.— Harris County *Enterprise.* Sidney R. Maxwell & Co.
Stirling, Alta.— *Star.* A. E. Murdock, of the Petrolia (Ont.) *Topic.*
Bridgeport, Ont.— *Canadian Motor Boat.* Bridgeport Publishing Company.
Schuylersville, N. Y.— *The Up-State Democrat.* E. S. Harris and H. F. Tookey.

Changes of Ownership.

Braymer, Mo.— *Comet.*
Florence, Ala.— *Herald.*
Red Cloud, Neb.— *Argus.*
Westfield, N. J.— *Leader.*
Mount Blanchard, Ohio.— *Journal.*
Fort Saskatchewan, Alta.— *Reporter.*
Mercer, Pa.— *Dispatch and Republican.*
Philo, Ill.— *Grit.* Sold to Miss Edna Faulds.
Wakita, Okla.— *Herald.* Sold to Ursel Finch.
Pocahontas, Ark.— *Clipper.* Sold to *Star-Herald.*
Fairfield, Ill.— *Sun.* E. McClung to J. M. Rapp.
Jackson, Tenn.— *Democrat* consolidated with *Whig.*
Elizabeth, Ill.— *News.* Leased to W. R. Fablinger.
Alto, Tex.— *Herald.* T. M. McClure to E. E. Allen.
Arlington, S. D.— *Sun.* H. M. Keene to B. E. Lloyd.
Osceola, Wis.— *Sun.* A. E. Roese to Truax & Barrett.
Kilbourn, Wis.— *Mirror-Gazette.* Sold to Theo. Frear.
Milford, Ohio.— *Ohioan.* C. S. Lawson to H. L. Agner.
Aurora, Minn.— *News.* H. I. Nicholson to H. A. Koen.
Kiester, Minn.— *Courier.* K. O. Sandom to E. S. Ennis.
Sanborn, Minn.— *Sentinel.* A. D. McRae to Grover Posz.
Royersford, Pa.— *Tribune.* H. C. Bayley to J. H. Miller.
White Cloud, Mich.— *Eagle.* Sold to H. A. Van Antwerp.
Berlin, N. H.— *Reporter.* O. H. Toothaker to C. R. Davis.
Coloma, Mich.— *Courier.* F. W. Cochrane to C. A. Nelson.
Raymond, Alta.— *The Rustler.* O. Carr to W. S. Berryessa.
Exbridge, Ont.— *Times.* J. H. Chinn to A. V. Nolan & Co.
Bethesda, Ohio.— *News.* A. W. Fraser to Campbell & Vance.
Eddyville, Iowa.— *Tribune.* C. Sturgeon to N. B. Halloway.
Crawford, Neb.— *Tribune.* F. W. Mitten to Con. Lindeman.
Van Buren, Ind.— *News-Eagle.* L. A. Batchelor to C. Hodgson.
Woodstock, Minn.— *News.* Sold to A. H. Higley, of Hardwick.
Le Sueur, Minn.— *Sentinel.* Mrs. E. H. McLeod to J. W. Cool.
Moorehead, Minn.— *Times.* T. D. Caverley to J. B. McElwaine.
Marceline, Mo.— *Mirror.* E. J. Conger to Rev. J. D. Mendenhall.
Rapid City, S. D.— *The Union.* C. A. Stephenson to G. F. Robb.
Springville, Iowa.— *New Era News.* C. E. Crane to Prof. Guiles.
Pine River, Minn.— *Blaze.* Sold to E. B. Dahl, of the Nevis *News.*
Lockport, La.— Lafourche *Democrat.* J. H. Price to M. J. Abribat.
Compton, Ill.— *Citizen.* Sold to F. E. Stevens and moved to Dixon.
Stamford, Tex.— *Tribune.* J. A. Greer to B. B. Greenwood and associates.
Forest, Ohio.— *Advertiser.* L. A. Couplin to A. E. Talbert, of Lancaster.
Outlook, Sask.— *Outlook.* Sold to J. J. White, formerly of the Exeter *Times.*
Sacred Heart, Minn.— *Journal.* J. M. Crawford to J. F. Fahey, of Sibley.
Newark, N. Y.— *Union-Gazette.* W. C. and F. D. Burgees to J. E. De Bois.
Babylon, L. I.— *South Side Signal.* Sold to a syndicate headed by W. C. Abbott.
Gore Bay, Ont.— *Recorder.* A. E. Graham to William Jackson and Harry Gamey.
Big Fork, Minn.— *The Settler.* T. M. Saunders to Ed Tankersley and Joseph Neveau.
Roosevelt, N. J.— *Spectator.* Sold to F. L. Fosmire, of the Hartford (Conn.) *Courant.*
Norfolk, Va.— *Landmark.* Sold to C. F. Abell, formerly in charge of the Baltimore *Sun.*
Mercer, Pa.— *Dispatch and Republican.* Mrs. E. E. Haywood to D. L. and Dunham Barton.
Maumee, Ohio.— *Advance-Era.* Sold to H. M. Pomeroy, well-known Toledo newspaper man.
Seymour, Ind.— *Daily and Weekly Republican.* Edward A. Remy has sold his interest to Harry J. Martin.
Mason, Tex.— *Herald.* Sold to a stock company headed by O. H. Roberts and James Calvert, who formerly published the *Star,* at Brady, Tex.
Albany, N. Y.— *Press-Knickerbocker-Express.* Mrs. John A. McCarthy to a syndicate headed by Judge Lynn J. Arnold, Edward S. Clark and Stephen C. Clark.

Deaths.

Brooklyn, N. Y.— Karl G. Schneider, editor of the *Reform.*
Harrison, Ohio.— William E. Taylor, editor of the *Journal.*
Toledo, Ohio.— A. D. Pelton, owner of the *Blade* from 1857 to 1868.
Brooklyn, N. Y.— George P. Upington, well-known publisher of directories.
Pontiac, Mich.— Clark B. Turner, for many years associate publisher of the *Gazette.*
Akron, Ohio.— J. H. Banning, at one time part owner of the South Bend (Ind.) *Tribune.*
Chicago, Ill.— George D. Kane, former head of G. D. Kane & Son, manufacturers of printing-inks.
New Orleans, La.— Page Mercer Baker, over twenty years editor-in-chief of the *Times-Democrat.*
Deadwood, S. D.— Freeman Knowles, for almost a quarter of a century editor of the *Lantern,* a Socialistic newspaper.
Washington, D. C.— James B. Knapp, well known as an expert in the Government Printing Office, formerly of Buffalo, N. Y.
Philadelphia, Pa.— Edward J. Swartz, editor-in-chief of the *Evening Telegraph,* and well known as a playwright and dramatic critic.

A DUTCH TRAITOR.

In a recent issue of the Washington (D. C.) *Herald* appears the following historical item concerning German typos:

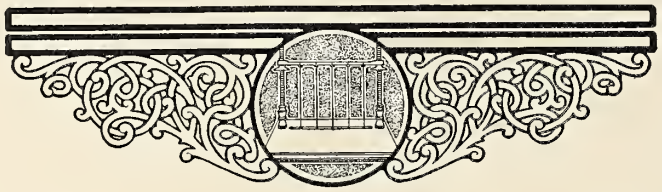
"Paul Maas was organizer for the International Typographical Union, located at Chicago, at the time the German unions were taken under the banner of the parent organization. The proprietor of the leading German daily of Chicago insisted that the rules governing the papers published in the English language should apply to his paper, and posted notices that the custom of putting up a keg or half-barrel of beer on the imposing-stone each night and stopping work until the beer was consumed, after a certain date should be dispensed with. The result was a strike, and sixty men walked out. Maas, as organizer, decided against the men and threatened to fill their places if they did not return to work and settled the matter forthwith. Paul, in telling of the experience, says one prominent German printer said to him: 'You, a Dutchman, have destroyed a tradition of the German typos of two hundred years.'"

CHEER UP; YOU HAVE A CHANCE.

Tell us not in mournful numbers
Life is but an empty dream;
That we blokes get all the skim milk
And the trusts get all the cream.
Life is earnest, so get busy;
Swing your uppercut and jab;
When good things are flying by you,
Just reach out and take a grab.

— *B. L. T., in Chicago Tribune.*

BOOKBINDING



BY A PRACTICAL BINDER.

Under this head inquiries regarding all practical details of bookbinding will be answered as fully as possible. The opinions and experiences of bookbinders are solicited as an aid to making this department of value to the trade.

Register in Ruling—Electricity.

(634.) "1. I have difficulty when ruling to get good register, owing to the fact that the overhead cords apparently run faster than the cloth, causing the cords to move the sheets forward, thus preventing perfect register. 2. What is the best way to prevent or take electricity out of paper?" *Answer.*— 1. The trouble of register on ruling machines is not unusual. It happens to the best when they start in on strange machines. The strings have nothing to do with it. The cause lies either in the adjustment of the machine itself or the cloth; more often the latter. Run your machine and watch the cloth from the delivery end. You can then see whether it runs through. Watch the center, as the edges may not be even. If you find that it runs in or out, see if you can not remedy that by readjustments of the cloth guides. 2. If your room is not too cold, you ought not to have much trouble with electricity. When it occurs, fan out in small lifts and run the arm over to expel the air.

Ruling.

(689) sends in a roll of ruled sheets for criticism. The work is most excellent and shows that the operator is very efficient. We would, however, make these suggestions: On blanks similar to record of pay-roll advances, where names run down the column on every line, and where extensions have sometimes to be made across the double pages, it is of much assistance to the bookkeeper, saving his eyesight and his time, if the faint lines are of alternate colors, as blue, red, green, purple and black. Thus, if Tom Jones' name is written on a black line, the bookkeeper can follow this line quickly to the extreme edge of sheet without effort. If you have much work that calls for interlining or struck faint lines, use soldered one-piece pens. They will give less trouble and better results than the regular faints. Do not get your faint-line blue too dark. You show a slight tendency to do so. Always remember that black ink dries out darker than when it is running fresh from the pens.

What Style of Binding?

Binders often have customers who when asked "What style of binding?" can tell only in the most general way what they want. This is annoying when the customer is a middleman and the book is to match one his customer is using. The superintendent of a bindery in the East solved this difficulty very nicely and with profit for his concern. He had made for his desk a set of ten books, contained in a case with a division between each book. The size of page was 2¼ by 3¼ by 5/16 inches in thickness, the leaves blank, but the binding like a regular size blank-book, even to the made waste leaves. The styles shown were those popular in his city — full sheep ends and bands; full sheep regular; full Russia, one side paneled, thus showing two styles in one book; one-half Russia and bands, cloth sides; one-half Russia plain and cloth sides; one-half Morocco, cloth sides; one-half sheep, open back, paper sides; loose sheep cover and loose canvas cover. This little case of books, handed to the customer who was not fully posted, put a stop to all guessing, and the superintendent found a ready market for his device at $10 a set.

Cheap Ruling.

(688*) wants to know how the paper-mills can rule profitably for ½ cent per pound. *Answer.*— Paper-mills are usually located away from cities, and with their low rent for floor-space and power, usually water-power, the amount charged against the ruling department is trifling, as compared with the large expenses and high rentals of concerns in cities. Also, the ruling machines are totally different. For faint-line work, the mills use the disk machine, which has a capacity of from fifteen to twenty-eight reams per hour, ruling both sides of the sheet. Even the fifteen-ream output would not be possible on a pen machine, as the ink would not dry. For ruling both sides and both ways, or faint and down lined on one side, such as bill-heads, statements, journal and ledger paper, machines that finish the work with one feeding are used, thus saving much of the work done on job-ruling machines. Probably every mill in the country operates automatic feeders on its ruling machines, while the city shops, especially those in the West, usually do not use this improvement even for long runs. Formerly the automatic feeder was profitable only on long runs, but there is now on the market a new-style feeder which takes care of the strictly job-ruling machine. The disk ruler can be used only on long runs, so there are very few city shops that can afford to use them. This is unfortunate, as disk ruling is so much better in appearance and has greater regularity than pen ruling. Wages are lower in the mills than in the city, and very often by ruling a run of paper it is made salable, when otherwise it would be hard to move. In such a case the mill can afford to take less profit on the ruling. Such opportunities do not come to the job-shop.

Hand Tooled Books.

(690*) wishes to know how a finisher proceeds in producing a hand-tooled pattern on the sides of books such as are seen for sale in the stores. *Answer.*— The finisher who produces this class of work must have some artistic talent or work with some one who has. He takes a piece of paper of light weight and strong, a little larger than the boards on the book to be tooled, pastes this around the edges onto a piece of cloth board, then with a rule and square draws a pencil line showing just the size of the boards, and lines through the center each way for guides. Meantime, he has selected his design, laid out his tools and stamps within convenient reach and made an ink-pad with a piece of white skiver and a wad of cotton batting. With the roll selected and inked with black printing-ink, he makes a line around the paper at just the right distance from what will be the edge of the book. Then, supposing that the design starts from the center, he selects the center stamp, inks it and makes an impression in the center of the sheet where the guide-lines made with the pencil cross. To this he adds suitable stamps and tools that will connect properly and gracefully until the entire space is filled and the design is worked out completely in ink. The sheet is then cut out from the board on the lines showing the size of the book and the tools and stamps not to be used are returned to their rack. Next, the sheet with the design on

it is laid on the book-cover, and with tools slightly heated and without the ink, the entire pattern is gone over, impression enough being given so that each tool, etc., is shown in its proper place on the leather. Then with the paper removed, the cover is sized, gold laid and the work proceeded with in the regular way. If the front and back covers are to be finished alike, the same operation must be repeated. The same system also applies to the back panels.

Be Your Own Bookbinder.

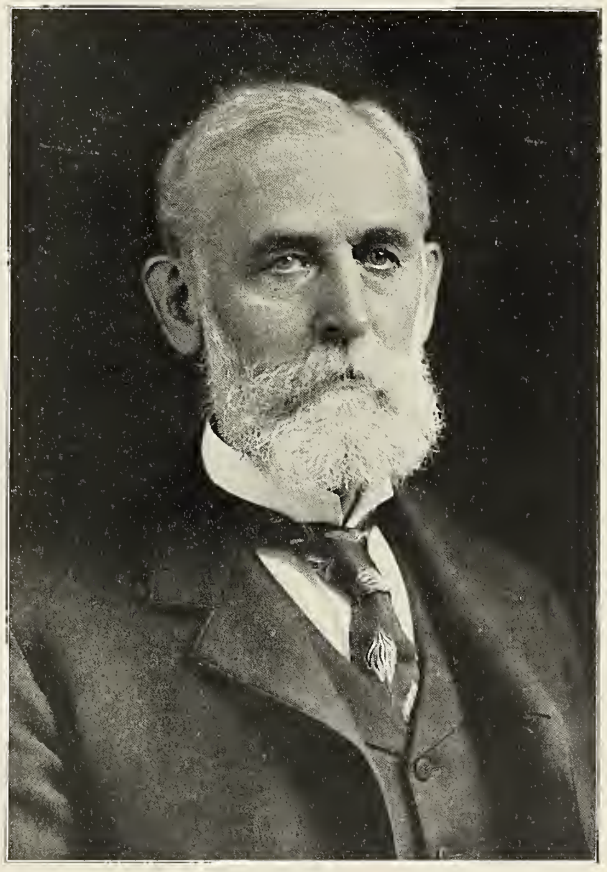
In Europe and in early times in this country, when a boy was apprenticed to the bookbinding trade he was taught all there was known about it, so that he could rule, forward and finish, could fold properly, make up and sew, became expert at marbling and edge-gilding, and in finishing both blank and printed work, stamping and embossing. He thus became an "all-around binder." This class of workman is not produced to-day. There are a few of the old-time "all-around" workers left, but, like the Grand Army, they will not long survive, for there are no additions being made to their ranks. The reason lies in the changed conditions and methods of producing bindery work. Economy of production has enforced the establishment of factory methods, whereby the varied departments of bindery work are specialized so that men acquire unusual skill in doing the one task over and over again, day by day, week by week, year by year. Thus cost is reduced. If in a blank-book factory the ruler is expert in running a quadruple or a double-deck machine, his pens are set for a run of several days or even weeks, and though a strictly job ruler might probably rule a bank-balance job quicker and better, because of practice, he would be left much behind on a day's output if he was put on a quadruple machine. So also the job forwarder cuts his boards, trims and brings a book along to the finisher, while in a factory the boards are cut on a rotary machine by the hundred, but the operator who does this would make a poor hand at any other part of binding. Thus the trimming, edge-staining, strapping, stock (leather) cutting, putting in leather, siding-up, etc., all are done by workmen who do nothing else but the one operation, and most of them would find it an impossible task to turn out a complete book. This is especially true of "printed work" or the cloth-bound book, as there is more machinery used on this class of binding than on blank-work. But in either the old-style method of instruction, where all branches were taught, or in the present system by which a workman becomes expert in one specialty, it takes time, patience and practice to attain good workmanship, that is, to bind a book well enough to sell. Bookbinding as a "fad," or for recreation, has been taken up by wealthy men and women, in spite of its technical difficulties, but very few have seriously undertaken it for profit. As such bookbinders usually have money, it is a small matter to them how many mistakes are made or how much stock is spoiled before a book is produced that will pass muster. If any of them were asked to bind a ledger or other account-book, or one or more volumes of a magazine, in the usual style for such books and at the market price, their true value as bookbinders would be tested.

In this connection it is well to consider the concern that offers to teach the "trade" through correspondence, advertising to sell an outfit for $4.85 — $1 with order and the balance $1 per week — this outfit to include the necessary tools and materials for binding several volumes of standard magazines or books for gift purposes. The offer includes also a sewed book, by a celebrated author, with a piece of green ooze and the watered silk for the end papers, with the statement that the client can bind this book similar to those turned out by the Roycrofters. Their prospectus reads, "the minister, lawyer, doctor, etc., can do their own and their friends' fine binding." In a recent circular this concern declares that their clients, with this $4.85 outfit and additional supplies, can "increase their weekly income $5, $10 or $15," thus becoming competitors, as far as their capacity will allow, of established binders with invested capital and employing labor. To crown all this absurdity, a special circular is being mailed out exploiting a book of instructions which they are now publishing, on a style of art binding "little understood and seldom practiced in America, which will equip one to make and tool such volumes as illustrated below." The illustration shows a copy of Milton, full bound with full gilt back, with a bird of paradise hand-tooled on the front cover. This book of instructions is to be mailed free to all purchasers of their outfit before a certain date.

SPEAKING OF LANGUAGE.

The tall clock swallowed gutturally. . . Itchy gesture. . . Snagged his own foot gashingly. . . Sluggish, velvet passion of his eyes. . . Roary elevated trains. . . Day-blooming sunshine. . . Jaded department stores. . . Wheedling tremolo. . . Strangely parched lips. . . Naked passion in his voice. . . The very first flicker of his lips. . . The girl's nose crinkled tighter. . . The Journalist's galloping laughter. . . Her silver-spangled lungs. . . The girl's twenty coltish [fillyish?] years. . . Her nostrils began to crinkle. . . Flush by flush by flush. . . Prodded her uncle's icy voice. . . Behind her tightly scrunched lids. . . This is my — my man! [Tag! you're it!]

[From "Heart of the City," in *Everybody's Magazine*.]



HON. JOHN F. DRYDEN,
President, Prudential Life Insurance Company.

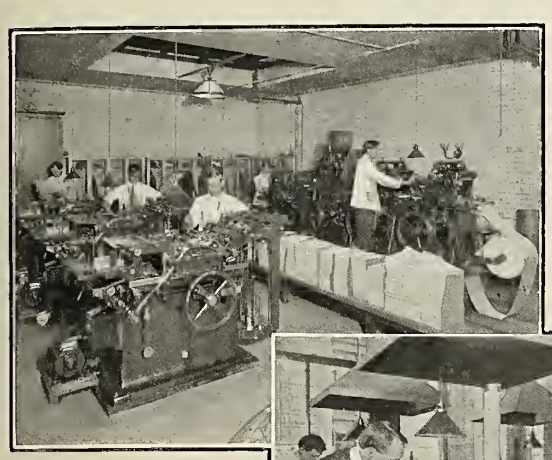
PRIVATE PRINTING PLANT OF THE PRUDENTIAL INSURANCE COMPANY OF AMERICA.

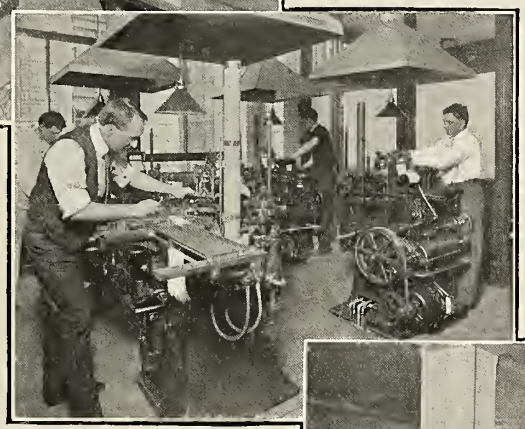
The great corporation, when it wants printed matter, is in similar case with the Texas nominee who said, when attention was called to the fact that he always kept his pistol handy: "Well, when I do want it I want it bad, and I certainly want it quick." That is why business concerns of mammoth proportions find it imperative to have their own printing-plants. No matter how anxious a private printery may be to please, and willing to "put the work through" for a large customer, it is hardly prepared to throw its entire force onto one job late in the working day, as thick as bumblebees around the circumference of a sunflower, and, from foreman to galley-boy, forget everything but that one "must" order. Economy is a prime factor in deciding an extensive business concern to house its own printing-plant, but the ability to command the full effort of a complete shop and to have that effort concentrated in a determined haste that would throw the ordinary commercial printing-house into a state of palsied despair is the main factor. The executive heads of such a great corporation, when they finally decide upon a contemplated piece of printing, want it with the greatest speed. To them the affixing of their order to the possibly long-delayed decision to print is the last step — the printed matter must then immediately begin to appear. Of course, the receipt of the order for a job is only the starting point with the manager, superintendent or foreman of the plant — his work then and there begins. He must be prepared to "produce" almost instantaneously, however. To the heads of the business his only duty, apparently, is to wave his hands in mystic fashion and repeat something like "Hocus-pocus, hoojus-me — printed matter appear!" when the desired printed matter must immediately materialize. In such a plant the word "Rush" marked on a job has no significance, for it appears on all of them. A new word or combination of words has to be invented to tack onto an order that must be put through in superhaste.

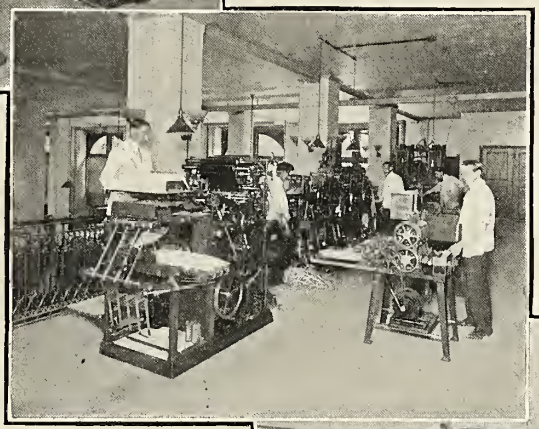
One of the best illustrations, the country over, of a printing-plant designed for effective, speedy and artistic work is that of the Prudential Insurance Company of America, which is housed in one of the buildings of its home office in Newark. Because this plant must take up space in a great and valuable office building, in which are also sheltered the administrative offices that look after the rights and needs of the company's millions of policyholders, it must be condensed to the last limit, and every square inch of the valuable space given over to it must be made of constant use, or the prime end of economy would be threatened. To get out the enormous volume of work that must be crowded through such a plant with speed and cheapness, the very latest mechanical appliances must be put in. In the Prudential's model shop, at Bank and Halsey streets, Newark, every mechanical aid to intelligent labor that has been tried out sufficiently to prove undeniably its worth finds a place. And they are all kept busy in a manner that tests their claims to economy in the highest possible degree. The term "model shop" has been as much abused as any advertising

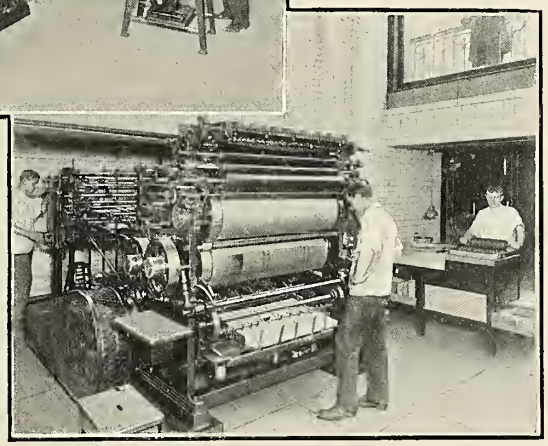


phrase could be, and yet it applies perfectly to the Prudential's plant. It was not always so, however, although the great life-insurance company has maintained its own printery for many years, early seeing the wisdom of doing its own work. Within the last two years the press of work began to tax the capacity of the printing department beyond its ability, and yet the insurance concern did not feel justified in giving it any more of the valuable floor-space and doubling the equipment. It was in this crisis that Mr. Joseph J. Rafter was appealed to. Mr. Rafter is known the country over as a printer of modern ideas, having himself invented several time-saving printing-press devices. Mr. Rafter was put at the head of the printing department, and the problem was turned over to him. He immediately installed the most modern presses, and composing-room and bindery machinery, selecting an equipment exactly suited to the class of work that it would be called upon to cope with for the insurance company's needs. New methods were immediately given right of way. In this manner the great Prudential Insurance Company of America takes care of every item required by their field force of about fifteen thousand representatives in the United States and Canada, and, aside from the convenience, show good business to produce this kind of work themselves. The plant is able to give a good account of itself now, when cost of product is figured up.









In the great marble-floored pressroom, occupying the basement, with a tiled ceiling and walls rising twenty-five feet above the floor, and with plate-glass windows opening to the sidewalk, are located the ten Miehles and the two Hoe cylinders, the Hoe web, the two Potter offset presses, the battery of five autopresses, the New Era Multi-process press, the National embosser, the special Potter press for printing policies, and the New Era and index-card press, all run by individual motors, that make up the printing equipment.

A passenger elevator, a stock elevator and a form elevator connect the pressroom with the street, stockroom, the composing-room and the delivery room on the floors above. The composing-room is fitted with Hamilton and Wesel cabinets, stones and frames, while the latest and best faces from the American and Barnhart-Spindler foundries are supplied in ample quantity and sizes. Five Lanston Monotypes set the run of the stuff that goes into the company's regular publications and its long jobs, and give the plant book and job faces in unlimited quantity. This machine has been well tested here, and seems peculiarly to meet the requirements. The press runs are long and fast, and the metal stands up well under the strain. The small forms are run off in a corner of the composing-room, eight Golding art jobbers and two Colt's Armorys, in close proximity to the paper-cutter, facilitating the speedy production of small jobs.

The bindery is organized to handle jobs rapidly, that run from a hundred thousand up, many of the forms being put through in million quantities. Only the very best machinery is to be found here, those that save time and money. There are Dexter folders, Smythe sewing machines, skiving machines, Brown & Carver Oswego automatic cutters, punching and die-cutting machines, Seybold and Sheridan stamping machines and cutters, perforators, a battery of eight Morrison stitchers, scoring and numbering machines, and a marvelous Universal letter and folding machine, with a capacity of twenty-five thousand letters a day. A small but necessary branch of the printing department comprises four multigraphs and one mimeograph that print form-letters in facsimile of typewriter, and, as the company has adopted a standard color of typewriter ribbon, any department desiring a quantity of letters may have the body multigraphed and fill in the address, the completed letter showing no evidence of having been made on anything but a typewriter. It is here that all stamping and embossing of stationery is done.

For lack of space we reluctantly forego the pleasure of showing the balance of the thirty views, illustrating the great school in printing.

LOOK ON THE BRIGHT SIDE.

It is worth a thousand pounds a year to have the habit of looking on the bright side of things.— *Johnson.*

PROOFROOM

BY F. HORACE TEALL.

Questions pertaining to proofreading are solicited and will be promptly answered in this department. Replies can not be made by mail.

Responsibility.

W. M., Brooklyn, New York, writes: "You might add to Mr. Teall's statement that the proofreader is responsible, not the compositor, this further fact, that it has been held that the proofreader is not legally responsible — he isn't paid enough to stand the liability." *Answer.*— The courts have decided that proofreaders are not pecuniarily responsible, but some of the readers certainly had paid money for spoiled work before the question was heard in court. But there are responsibilities and liabilities other than pecuniary ones, and every man is responsible for his own work, up to the limit where his responsibility ends and some one else's begins.

Beauty in Words.

M. W., New York, writes: "Mr. Teall does not ask us to shed tears over the fact that 'most people are unable to find any more beauty in one word than in another,' etc. I suppose that is all right. I know that lots of people would not find any less beauty in any commonplace prose than in that of Pater or Arnold." *Answer.*— In the remark about words Mr. Teall did not allude to prose, but to the individual words, as in the matter of fitness for the expression of the sense intended. What our correspondent means is literary style, which includes proper choice of words and constructions, but much more. Of course he or any one may note the common lack of discrimination in any particular, but it would be well to use some discrimination in doing so, and not hitch it too closely to something with which it has no connection. Such extension of subject is too often indulged in such cases. It is notably harmful especially in press reviews. We recall one that dealt with a book treating one particular phase of language-form, which (the review) devoted much of its attention to the fact that English language comes from various sources, and that, while some writers use Anglo-Saxon words largely, others indulge freely in words from other sources, as Samuel Johnson, for instance, was addicted to sesquipedalian Latinity, and Carlyle to Germanism. All very interesting in itself, but misleading in connection with the immediate subject-matter, which was one in no wise influenced by the sources of the words considered. Just so the appreciation of beautiful composition in prose, as contracted with commonplace, is another subject than that of finding more beauty in one word than in another, individually. I do not remember just when and how I said that, but I know that it had no other bearing on composition than that on choice between words practically synonymous, but with some real difference. An extreme instance (not predicable of "most people," though) was that of the schoolboy who, when called upon for a sentence containing a synonym of "work," wrote, "My father effervesces on a street-car."

Start, Onto, Etc.

C. N., Chicago, writes: "As an old proofreader who is never too well posted to learn, I would like to have you discuss the incorrect use of the verb to start in the sense of to begin or to commence, and the use of such words as onto, later on, etc. These things have crept into the vernacular to such an extent as almost to be sanctioned by usage." *Answer.*— These things are quite, not almost, sanctioned by usage. Start is often exactly synonymous with begin and commence, without a trace of incorrectness, although sometimes one of the three words is the nicest for use (nicest here meaning, not prettiest or anything like that, but chosen with the most care, best for the particular occasion), and sometimes one is more exactly expressive of what is meant than either of the others even when any of them would be strictly correct. Of course, start has meanings in which neither of the other words could be used, and they are the commonest meanings of start. Thus, when one springs or moves suddenly, as through the influence of surprise, we say that he starts, and would never think of saying that he begins or commences. But we say with equal correctness that a person starts on a journey, or starts a business or any course of action, when we certainly mean that he begins to travel, or that he begins the action; and we never, or hardly ever, say that he begins to travel, or begins a business or any similar action. All the dictionaries define start as meaning to begin or commence, and it can hardly be incorrect or objectionable in such meaning when every lexicographer recognizes it. I do not remember that I have ever seen or heard start used incorrectly for begin or commence. Our correspondent will confer a favor if he will specify what he means by incorrect use, by quoting a sentence or two containing it.

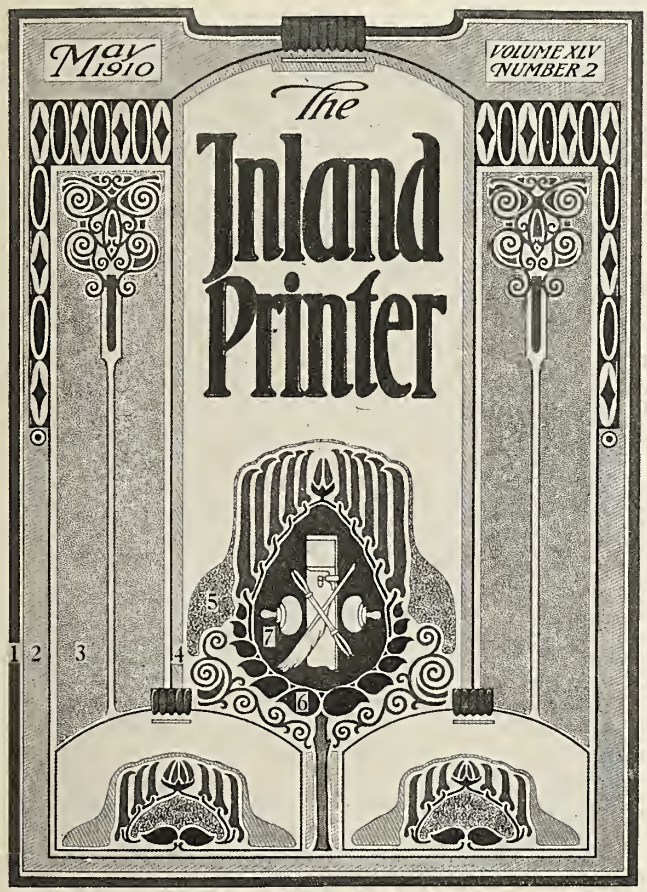
Much objection has been made to the expression on to, but I do not know of any one that has said anything about onto as one word in print. I have heard objection to it, but never any reason given, only the assertion that it is not good. Why should not onto be considered as good as into? It is of exactly the same composition, but with on instead of in, and with a little less occasion for such distinction between on and onto as that between in and into. Some of the objectors began to perceive the analogy after a while and confined their action to making one word of the expression, instead of omitting the latter part, and now the use of onto is comparatively well established. Both on to and onto are given in Webster's New International Dictionary without stigma other than the remark that they are usually called colloquialisms. Alfred Ayres says that "on to should not be used except in cases where both words are necessary to prevent ambiguity," which practically means that they should not be used at all.

There is never any real need to say later on, since later is always sufficient alone. On adds nothing to the sense. But the fault is merely that of slight redundancy, and not severely reprehensible. It is analogous to have got when have is all-sufficient. The New York *Sun* said of have got, in answering a letter to the editor: "Our correspondent is informed that the use of the word got in the above extract ["they have got nothing to say"] is entirely in accordance with the most venerable and picturesque idioms of the English language. This language, he should understand, is not a machine, but a growth, and those who would reduce it to rigorous utilitarian forms would destroy its beauty. The vulgarity in this case lies entirely in our correspondent's deluded fancy. The word to which he objects is neither inelegant nor superfluous." But the word actually is superfluous in that it adds nothing to the sense intended. The correspondent quoted from the paper itself, and asked,

"Is not the word got not only inelegant and superfluous, but positively vulgar?" Proofreaders should simply follow copy in such matters, except when they know that they are allowed to weed out such little inelegancies and so are sure they will not be censured for taking liberties.

THE INLAND PRINTER COVER.

The cover-designs now being used on THE INLAND PRINTER exemplify some of the possibilities in the use of color and the mechanical processes of engraving. Thinking that, perhaps, the covers could be made instructive in a broader sense than in the ordinary design, the publishers decided to use the same cover for a term of months, varying the color-schemes to get different effects. Accordingly, a page was designed to meet these certain requirements — a



page which, while in decoration thoroughly appropriate for a printers' journal, has as its chief motive the characteristics necessary to show the desired points in color and platemaking.

The reproduction of the cover shown herewith will illustrate. By the use of various screens in the making of the two color-plates, seven variations of color are produced by two printings, the different effects being designated in the reproduction by the numbers near the lower left-hand corner. The numbers 1, 3 and 4 designate the different variations of one of the colors, and the numbers 2, 5 and 6 show the variations of the other color, while number 7 designates a combination of the two.

In addition to their value as suggesting the possibilities of color combinations, these covers will be particularly interesting as showing the results which may be obtained from a line drawing by means of mechanical tints. To one who has never experimented along this line the variation and gradation of tone obtainable are astonishing.

PRESSROOM



The assistance of pressmen is desired in the solution of the problems of the pressroom in an endeavor to reduce the various processes to an exact science.

Remedy for Electricity.

(696.) A Utah pressman suggests the following method for overcoming electricity in paper: "Ring cloths out of water that is about the same temperature as the pressroom, and lay them around the fly-table so the sheets or fly-sticks will not touch them. Make a solution of ⅗ alcohol and ⅖ glycerin and keep the cloths saturated with it. Also wash off the draw-sheets with the solution. This has given excellent results."

Removing Ink from Paper.

(693.) "Can you give me a formula that will remove printing-ink from one side of paper?" *Answer.*— We do not know of any formula that will remove ink from paper. As ink consists of a pigment and vehicle, and is applied to the stock with pressure, we can see no way that a liquid formula can be applied without damaging the stock at the same time. We would like to hear of any method known to any of our readers that will apply to the foregoing question.

Celluloid in Tympan.

(700.) In job presswork there are a variety of materials employed to give a hard packing. Among the various substances used are Bristol, tagboard, pressboard, sheet zinc, copper and brass. Celluloid has also been used of late for this purpose. This may be attached just above the top sheet, being brought to the guides and pasted there, or it may be placed just beneath the top sheet. As celluloid may be obtained in sheets varying in thickness, it should come into more general use. It does not indent so readily as Bristol or other stocks of that character. Sheet celluloid may be obtained from dealers in artists' materials.

Collotype Process.

(695.) A number of inquiries lately have been received regarding text-books on this subject. On account of the decadence of this process as an illustrative art the books on the subject are out of print. In Wilkinson's "Photomechanical Processes" there are a number of chapters on the subject that are comprehensive and well to the point. To the individual who is alike familiar with photography and letterpress printing this work does not present many difficulties. It is to be regretted that this process is so little used in this country. The book mentioned above is sold by The Inland Printer Company for $2.10, postpaid.

Tympan for a Platen Press.

(702.) Mr. F. C. Buchner, of Burlington, Vermont, an old subscriber of THE INLAND PRINTER, offers the following suggestions regarding a tympan for a platen press: "I find that a packing made from one sheet of 140-pound tagboard and one tympan sheet, together with the necessary spotting up with tissue and French folio, makes an ideal packing. It gives a sharp print, with but little impres-

sion visible on the back of the sheet. I use this for all commercial work and it always gives good results. For a cheaper grade of work I add a few additional sheets of soft book-paper, which furnish sufficient resiliency to give a quick and complete make-ready."

Wearing Down Type.

(697.) "Is there any justification in a qualified pressman grinding down and putting out of service a type-form on a five thousand run of cereal cartons? A —— press is used, nearly new. The form was a large one — printing two to a sheet. Plenty of type interspersed with cuts." *Answer.*— In the absence of a specimen-sheet and other details, can only say that if ample time is given for make-ready, and the stock is not too coarse, and having a careful feeder who does not occasionally run in two sheets at a time, the type should not suffer greatly from such a run. There are grades of stock, however, that more than ordinary squeeze is required to bring up properly, and if used with some of the brown inks that have an umber or sienna base will soon abrade even the surface of electros. Under such conditions it would be a wise plan to electrotype the form.

Varnished Label.

(692.) Submits a lithographed and varnished label, done on coated label stock, in red ink, solid background, in white letters. The inquiry is as follows: "We enclose a gloss-finished label. Can you tell us by what process this is done? Also, advise what is used to give this finish. We tried to print labels similar to this one, and have used some kind of a varnish after they are printed. We have had poor success, as the varnish is absorbed by the paper; also have had difficulty on having them stick together, and after they are finished they have very little gloss." *Answer.*— The label is a lithograph and was varnished in a special machine or on the litho press. Work of this kind can be done by having a number of electros made and by printing in full or half-sheets on litho label stock. After printing the stock is sent to a finishing house for varnishing. To varnish requires a special machine. For particulars regarding this machine write Chambers Brothers Company, manufacturers, Philadelphia, Pennsylvania.

Tools for a Pressman.

(703.) "1. Please let me know where tools for a pressman can be procured. 2. What is the reason that the impression on a form increases as the run continues. The form starts with a medium impression. How can such a trouble be obviated?" *Answer.*—1. Nearly all the tools the average printer requires may be procured from any dealer in printers' supplies. Vignetting punches and hammers are carried by F. Wesel Manufacturing Company, New York. Type-high gages are also handled by this firm. As there are various designs in these gages, they are made or handled by other dealers in printers' supplies as well. Overlay knives are carried by the aforesaid dealers in supplies, also by The Inland Printer Company. A small hammer, nail-sets, punches, a straight-edge, a one inch micrometer, pliers, etc., may be had from hardware dealers. Gages and engravers' or special tools may be procured through typefounders and supply houses.

2. Where the impression appears to increase it is quite possible that the form was started with too much impression, or, in other words, before it was made ready. As the run continues the tympan is formed into a shallow matrix by the type or cuts, and as the paper is forced into these depressions it gives the appearance of a gain in impression. As no mention was made of the character of the tympan or extent of make-ready, we can only surmise the cause. If you are using a soft tympan to avoid make-ready, or because the work is in a hurry, you can not avoid the result. A harder tympan and a more complete make-ready, followed by an additional spot-up sheet when the form has been under way for about six hours, will give a packing that will carry for a long run without indenting the stock or cause the vignette edges to appear rough. The supplementary spot-up sheet is usually made on a sheet of tympan stock and marked out and spotted up only after the form has been running five or six hours. In this sheet the points that have gained impression are reduced and the solids and parts that appear to be weak are increased. When this sheet is attached, one at least and sometimes two hangers are removed. A new draw-sheet should then be attached and the run may continue. The tympan has by this time received its maximum compression.

Printing Without Ink.

(698.) "Recently I read an account of a process of printing without ink, by using an electrically connected electrotype. Would like to know if this plan has been put to practical use. With this method no rollers or ink would be used or even the slightest make-ready. It would seem a very radical change from the present methods of printing if it were to come to pass as described." *Answer.*—About ten years ago W. Friese-Greene, in England, developed a plan of printing on damp paper with an electrotype which is subject to a weak continuous electrical current. A faint image is produced by the impression, which is developed in a nitrate of silver solution; this gives a light-brown image. The sheet is then treated with a sulphate of iron solution which turns the image to a dense black. A blue image is produced by damping the paper with amidol instead of water. This process was fully described in THE INLAND PRINTER of May, 1900. As far as we can learn it has not been put to practical use.

The Curling of Bond-paper.

(701.) H. S. Ellis, of Greenville, Texas, suggests a remedy for curling bond-paper: "In warm weather bond-papers usually curl up on the edges and never down. This is probably due to the air being warmer than the feed-board of the press. Having tried a number of remedies, I can say from experience that the following plan will enable the stock to be fed without difficulty. Remove the wrapper and shake the paper loose so as to aerate it, as it were; repeat the operation several times. Lay the paper face down on the stock-table. When ready to start the job place about one hundred sheets on the feed-board; these can be run off before they will begin to curl. A pan of water placed under the feed-board will sometimes help matters. Stock ruled on both sides rarely curls. Another plan is to run the press slowly and feed from the pile, which is turned upside down, the feeder grasping the sheet with his thumb on top and turning it over as he draws it from the pile. Never roll the stock the wrong way to remedy curling. It is a waste of time, and sometimes causes a slurred appearance to the printed sheets."

Postals on Tint Background.

(699.) Submits a number of postals printed from half-tone cuts in a duo-tone sepia ink. The cuts are printed on a tint background that extends about six points outside the margin of the cut. The presswork appears faultless. A change in the tints and making the tint-blocks the same size as the cuts would improve the appearance of the cards.

The green tint is run too strong; modify it with white and a trifle of lemon yellow. To the flesh-color tint add a small amount of medium orange reduced with mixing varnish. Some drier may be necessary if the ink does not dry sufficiently in eight hours to run the half-tone cuts. A pleasing tint to use with this ink is made by adding a small quantity of the sepia to some tint body or medium. When a light tint is secured add a very trifling amount of lemon yellow. Where a transparent tint body is used the half-tone cut may be printed first, followed by the tint at any time. By a manipulation of the make-ready, the tint-blocks may be modified so as to make high lights appear lighter and a change may be made also in the middle tones and solids. This can be done by cut-outs in the tympan. Many novel and pleasing effects can be produced where the tint is printed last.

To Prevent Vibration from Press.

(694.) "Will you tell me a way to set up a 12 by 18 Gordon press to prevent vibration and the sound of the running of the press in the room below? At present it is mounted on one-inch rubber pads, but the vibration is great and annoying to the feeder." *Answer.*— Either of the following ways will give some relief from the annoyance as stated above: Fill a shallow box to a depth of about six inches with spent tanbark. The box may have dimensions about eight inches greater each way than the floor-space occupied by the press legs, and about six inches deep. Attach to each leg of the press by screws, a block of wood about 5 by 8 inches. (An electro mount will do.) The press will stand level if the bark has been packed uniformly even. Another and possibly easier way is to place thick felt pads under each press leg, the legs to be mounted on blocks as described before. The blocks should be attached by screws that do not go all the way through the wood. The felt is about one inch thick and may be secured for 40 cents a square foot, from the Western Felt Works, 4115 Ogden avenue, Chicago. Where heavier presses are used several layers may be used. The reason why tanbark and felt are better adapted for this purpose is that they are less homogeneous than the rubber and, therefore, do not transmit the vibrations so readily.

Metal Plates for Offset Presses.

(588.) In a twenty-four page booklet, issued by the Parker Process Company, treating on the use of their zinc plates for offset and rotary machines, there is some interesting matter relating to the offset press which should be read by those contemplating installing such machines. In referring to the operation of the machine it states: "The offset press is built somewhat on the plan of the rotary press, excepting that it has a third cylinder. Offset printing is in effect printing from a plate to a rubber blanket, and from the rubber blanket to the paper. It is the same idea which has been in use for many years in tin-plate printing, its adaptation to paper printing being of recent origin. In this line of work the design is made in positive, printed to the rubber in the negative or reversed, and then to the paper in the positive, or as drawn in the original design. The great drawback to the machine at first was that all engravings were made for stone printing, and were necessarily in the negative. This required reversing the print, and was a troublesome operation. An impression was first pulled from the stone on damp transfer paper, a dry piece of transfer paper was placed in contact with this, and both were pulled through a transfer press, a transfer was then taken from the dry sheet to the plate and you had the positive. The old method of pulling an impression from the type to the transfer paper is superseded by our plan, which is to make the form ready on the typographic press and pull the impression direct on our plates — in this operation a special plate is used. This impression is the positive which is used on the offset press." This booklet may be secured for the asking from the Parker Process Company, 385 Dearborn street, Chicago.

Wrinkling of Print Paper.

(580.) Submits a 24 by 36 sheet of news stock, printed on both sides. The matter is surrounded by an eighteen-point wood border. The sheet is a department-store bill, and the type-matter is set in display and body type, all apparently new, and each group of items enclosed by two-point black rule. The presswork is well executed. The only complaint appears to be that caused by the wrinkling of the stock at the rear end of the sheet. The pressman writes as follows: "In printing the enclosed bill on our six-column drum cylinder, the sheet frequently wrinkles at the back end. The printing is satisfactory on all the sheets, but the wrinkling is very aggravating, as it occurs more or less all through the run. Can it be that the ribs around the cylinder need adjusting? The feed-board is up quite a bit; being beveled from the bottom, it does not appear to allow a perfect feed, the guide-tongues being rather insecure. Is there any way to get the sheet to the guides without so much difference and consequent jar as in the present manner? How should the air-springs be set? It seems that when the form passes under the rollers and starts on its return that the bed jolts up a trifle. Should there be more or less spring added, and what way should the plunger be turned, forward or back?" *Answer.*— The sheet shows cord marks, as if it were one of the top or bottom sheets of a bundle. This being the case, it would be a difficult matter to print the outside sheets of a bundle of stock without wrinkling. Stock in this condition should be opened up and sprinkled and laid on a table under boards and weighted for about forty-eight hours, so that it would remain flat. The feed-board and guide-rests no doubt can be lowered to a position where the sheet may be taken by the grippers without buckling. The guide-rests, if given the proper curvature, will remain close enough to the packing without catching when the machine is backed, and, at the same time, without elevating the sheet in a curve between the grippers. These conditions exist when the machine is sent out, but the frequent changing of the guides and rests for various-sized sheets cause the slender pieces to become weak, which causes the wrinkles as stated. The sheetbands, which, normally, should be set so as to hold the stock to the cylinder, are often too tight at one point or another, which tends to withdraw the sheet partly from the grippers, and produce wrinkling toward the rear of the sheet. Hang a sheet of well-oiled wrapping-paper between the sheet-guards and the cylinder, attaching it to the sheet-guard screws. Allow it to hang low enough to almost reach the rod below. Set the guards in so as to press this sheet lightly against the cylinder, and it will tend to keep lightweight stock from wrinkling, besides preventing torn sheets from catching on the inside roller. The stock when rolled to place on the feed-board should be turned over the long way, making the roll parallel with the grippers. If it lies flat let it be scraped to the guides instead of flied. The flying of flimsy stock allows a volume of air beneath the sheet, which, where the gripper strikes it, often produces a buckling. However, these are details a pressman may readily recognize by observing closely the gripper action. The plunger on the fountain end of the press should be turned

so as to give more resistance to the momentum of the bed as the star reverses it; this will prevent the jar referred to. The plunger on the fly end of the press is usually set for less spring, as the momentum of the bed is somewhat overcome by the resistance offered in taking the impression. A change in the speed of the press should be accompanied by a corresponding change in the plungers, to compensate for increased or decreased bed momentum.

THE PRESSMEN'S CONVENTION.

June 19 and 20 will see — for we have to write this in the future tense — several hundred pressroom employees and their womenfolk at Columbus, Ohio. Their purpose will be to attend the twenty-second annual convention of the International Printing Pressmen's and Assistants' Union.

President Berry's report contains approximately fifty thousand words, and yet he feels constrained to apologize for its brevity, "when compared with the magnitude of the work performed by the officials in the past year." He congratulates the members on the progress made by their organization, which he opines is "a stronger factor in the affairs of the printing industry than ever before in the past." The membership is 21,420, an increase of 3,539 in two and a half years, which Mr. Berry thinks a marvelous record, when the eight-hour struggle and business depression are taken into consideration. He reports but four strikes during the fiscal year and says thirty per cent of the membership secured more wages, the increase ranging all the way from six to forty-seven per cent. Declaring that the printing business is now in the heyday of its prosperity, Mr. Berry says "No one reason is more responsible for this healthy condition than the fact that employers and all organizations of labor have been able to settle their differences without demoralizing the industry." As he sees it, the accretion of power by the unions is the most important peace factor.

Dilating on the proposed home at Hale Springs, Mr. Berry says that the property was bought by the officers before its purchase had been authorized by the membership. This was done in order to secure a valuable property at a bargain, and in doing so the union was not involved, as a member of the executive board had guaranteed to assume all pecuniary obligations incurred by the transaction in case the union decided not to establish a home.

With apparent approval Mr. Berry quotes the report of the Technical Education Commission, which contemplates the establishment of a school and a correspondence course. The initial outlay for a school with a capacity for twenty-five students is estimated at $2,000, with a cost of maintenance of about $250 a week. The tentative tuitional fees are estimated at $30 for a five-week course at the school, while correspondence lessons will be sold at $5 for a six-month course, $15 for one year and $25 for a life course. Before the convention opened it was expected that this subject would be the cause of much debate, one prominent delegate saying the large cities would be found opposing the venture, while delegates from the smaller places would look on the educational proposition with favor.

Mr. Berry also seems to stand sponsor for the recommendations of the apprentice commission, the salient features of which are (1) that after six months' trial an apprentice shall undergo an examination to ascertain whether he is fitted to remain at the business, and (2) that during the last two years of his term "an apprentice must be instructed in intricate work on the press and be given every opportunity of acquiring a thorough knowledge of the printing pressmen's trade."

During the year pressmen employed by the Chicago *Inter Ocean* did not like the foreman. A question of union jurisdiction arose and a strike ensued, notwithstanding the existence of a contract. A detailed history of the affair appears in the president's report. This is followed by a demand on the part of President Berry that the international union discipline the local guilty of calling or endorsing the strike. Indeed, there is a hint that the convention should arrange for the indemnification of the publisher of the *Inter Ocean* for any loss he may have incurred on account of the strike.

The vice-president and other officials make reports that cover in detail the woes and worries of the organization during the past year, which on the whole seems to have been a very successful twelve months for the organized pressmen.

Translated for THE INLAND PRINTER.

THE ONE HUNDREDTH ANNIVERSARY OF THE INVENTION OF THE POWER PRESS.

BY N. J. WERNER.

THAT Nestor of printing-trade history and literature, Theodor Göbel, the venerable writer for the craft press of Germany, gives an interesting account, in the *Allgemeiner Anzeiger für Druckerein*, of the work of Friedrich König, to whom we owe the first great advance over the original hand press, and whose activity should have been commemorated this year by a centennial celebration. The first patent of König's, which was obtained in London, on a new press invented by him, is dated March 29, 1810. König's first printing machine was still based upon the old hand-press lines. The second and succeeding machines had rotating cylinders. Though his first press was yet of hand-press form, the fact that it was the forerunner of the ideas which evoluted into the cylinder press should, therefore, give this date, as Herr Göbel contends, the honor of being the birthday of the modern rotating machines.

Friedrich König was born at Eisleben, on April 17, 1774, and learned the art of printing under that noted old master, Immanuel Breitkopf, at Leipsic. He, no doubt, quite early in his career perceived the inadequacy of the old wooden hand presses, then not much improved over Gutenberg's, and became imbued with the resolve to improve upon them and adapt them to the needs of the then politically very stirring times.

He progressed toward the execution of his ideas in 1802-03, and selected for his base of operations the city of Suhl, in Thüringen, noted for its iron industries, as he supposed it might be easier there to find people who would appreciate his plans and have a willingness to assist him in executing them. Yet, the main thing he did not find there — the necessary capital. This he sought vainly during the next years in Germany and Austria, but he did not permit himself to be discouraged by this failure. Permeated by the worth of his ideas, he turned valiently from Vienna and applied to the Czar of Russia. Here he obtained an answer, but a model of his invention was asked for; in fact, one wanted to see clearly what he had in view before one took him up. He sent drawings and descriptions, which, however, were said to be considered insufficient to afford a complete understanding of his project. The outlook in St. Petersburg may have, nevertheless, seemed favorable enough for him to believe it well to appear there in person

to push his scheme, and, on May 13, 1806, assisted by friends, he set out from Lübeck to journey to the Neva Castle. But here his hopes did not eventuate in any results. He was held up with many promises, until, realizing the inutility of remaining, he left St. Petersburg, in November, 1806, and turned toward London.

In London he first engaged as journeyman in a printing-office, and seems soon to have approached Thomas Bensley, an employing printer, in regard to his printing-press plans. The first interview between them, witnessed by a friend of König's — the London book-dealer, J. Hannemann — took place on March 12, 1807. This led to an agreement, made on March 31, 1807, under which König divulged his plans to Bensley, who might either buy them or, under a strict obligation of secrecy, join with him in some mutually agreeable scheme of carrying them out. This agreement was the basis of a more complete understanding, which was ratified by a contract, legally made out the next day, April 1, 1807, between König and Bensley.

Though this agreement was for König, in a measure, a triumph, it meant for him the beginning of hard striving and labor. Just how and with what means he began history fails to inform us. But in this year important aid came to him, in the form of a meeting with Andreas Friedrich Bauer. This practical, well-instructed optician and mechanician was a most valuable acquisition toward the advancement of König's enterprise. Both men gave themselves up with unflinching devotion to the task and brought it to a happy conclusion.

Bauer's assistance was also in other respects very welcome to König. To his partner, Bensley, the work of press-building seemed to advance too slowly and to be too costly. He had already expended £500 sterling on the project, and now thought it wise to seek further pecuniary aid, which he finally obtained from two other employing printers of London, George Woodfall and Richard Taylor, after Mr. Walter, the owner of the *Times*, had declined to become interested financially. Woodfall withdrew soon after, but Taylor stood faithfully by König to the completion of the invention, and was his personal friend to the hour of his death.

His powers augmented financially by the new participants and intellectually by Bauer, things seemed to be in a fair condition for König to carry out his plans promptly; but a siege of heavy sickness, doubtless brought on by his cares and overexertions, procrastinated the completion of the machine until 1811, though he had secured the patent on it the previous year.

When the press was at last finished, it was put in service in the spring of 1811, and upon it was printed signature "H" of the "Annual Register" (Principal Occurrences) for 1810, of an edition of three thousand copies, of which the inventor said, "I am firmly convinced that this is the first edition of any book ever printed on a machine." A copy of this machine-incunabula exists in a valuable collection secured by the city of Hanover from the legacy of Printer and Senator Culemann, of that place. This book was personally presented to Culemann by Bauer, with a statement certifying to its primacy as a machine-printed work.

König had, according to his own declarations, at first only labored for the perfecting of the hand press, through an easing and quickening of its operation. The movement of the bed with its form and the inking and the impression were to be done automatically, the attendant having only to feed the sheets and remove them. The impression, which, as was usual with the hand press, was obtained by the up-and-down movement of the platen, must not have satisfied our press-improver on the points of speed and strength, and this led him to become a cylinder-press inventor. Notwithstanding that the platen machine did not come up to the expectations of König, the germ of the power press is to be seen in it, for the basic principles — the automatic forward and backward movement of the form, the ingenious method of inking by means of rollers invented by König, and the mechanical production of the impression — were contained in the second press substantially as in the first.

In the German National Museum at Munich may be seen a copy of König's second press, built according to the original design and donated to the museum by the present proprietors of the König & Bauer pressbuilding establishment. This is the design upon which König got a patent on October 30, 1811.

The third patent of König's, dated July 23, 1813, was a great improvement over the second. In this tapes and cords took the place of the tympan-frame for holding the paper in place.

Further improvements followed, resultant upon König's striving for perfection, which he believed to have been reached in the press upon which, on November 29, 1814, the London *Times* was first printed.

This was a momentous day for König, for it was indeed a courageous undertaking, this experiment of printing the entire edition of the *Times* upon the new machine, which, if it had failed, would have caused him incalculable loss and put in question the feasibility of his invention. The printing of the *Times* was the glorious baptism of König's press, and this day is, therefore, to be accepted as marking the completion of the first power press — or "speed press" *(Schnellpresse)*, as Cota, the famous publisher, termed it ten years later. This date is surely deserving of being appropriately celebrated upon its centennial.

A few notes concerning the subsequent development of the power press should be of interest.* When König, disgusted with the faithlessness of Bensley, transferred his field of operations, accompanied by Bauer, to Oberzell, the new press found a fruitful soil in the fatherland. In 1832 the one hundredth machine was completed, and when the wounds caused by the French revolution of those days were healed other factories were established for building the improved presses. Leo Müller, a patternmaker, of Oberzell, erected a press factory at Jebach, in the Tyrol, adjoining an iron foundry there, but soon removed it to Vienna, where Fritz Helbig, a nephew of König's, associated himself with him. G. Siegl established a press factory at Berlin in 1840, and soon after a branch of it at Vienna. In the same year was built at Augsburg the factory of Ludwig Sander, which was four years later taken over by Carl Reichenbach and Carl Buz, the former also a nephew and the latter a brother-in-law of König, and which to-day has attained much prominence as the Maschinenfabrik Augsburg. The first simple table-distribution machine emanated from this concern, in 1845; a second, with two inking rollers, was followed by presses with further improvements. Another early established power-press manufactory was that of the locksmiths, Klein and Forst, who had worked in Helbig & Müller's factory at Vienna, and who started up at Johannisberg on the Rhine, in 1847. This concern is now known as Klein, Forst & Bohn Nachfolger.

And thus the power press gradually made its way. When, in 1848, freedom of the press was granted to the

* A full history of König and his work is to be found in Theodor Göbel's "Friedrich König und die Erfindung der Schnellpresse," second edition, Stuttgart, 1906.

German people, the existing press factories and their modest output could not meet the demands of the printers, which caused the establishing of further factories, not only in Germany, but in nearly all cultured countries.

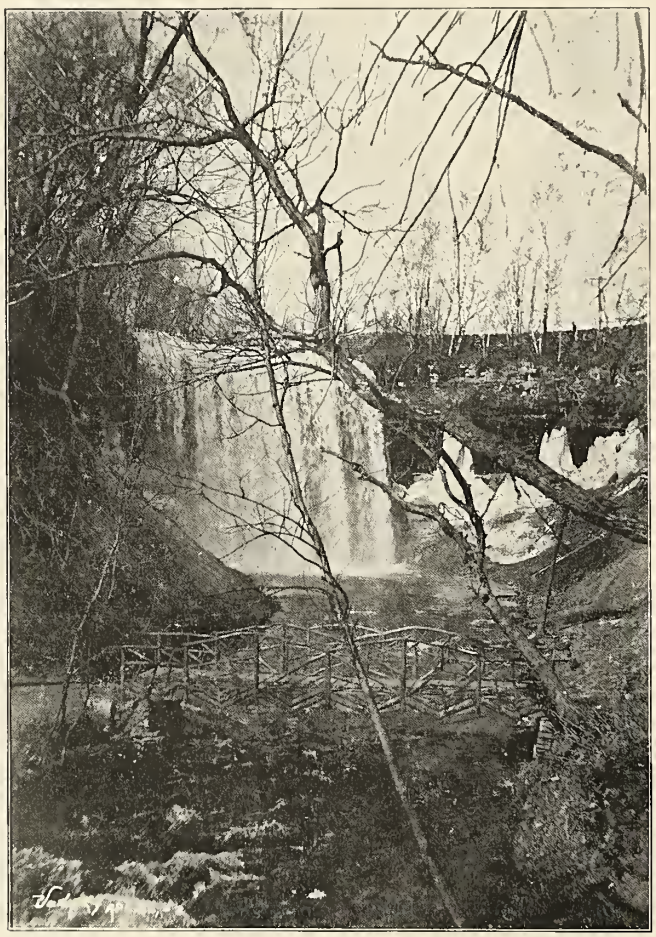
Friedrich König's humble creation, patented, as before said, on March 29, 1810, gave wings to words and became the herald of freedom for the whole civilized world. To honor it, by worthily celebrating (on November 29, 1914), the centennial of its first great achievement, is a paramount duty of every German citizen. [To which this translator would add " and also every English-speaking person," since the invention proved its worth in printing an English journal as its first product.]

"BUILDING AND ADVERTISING A PRINTING BUSINESS."

The inspirational articles on " Building and Advertising a Printing Business," by Herbert L. Stalker, have been arranged by him for publication in book form. These articles appeared in THE INLAND PRINTER and received much favorable comment. No printer can fail to acquire additional ginger if he absorbs what Mr. Stalker has to say in this little work. The book will be ready July 15. Price, $1. The Inland Printer Company, publishers.

BUSINESS IS WAR.

Formerly when great fortunes were only made in war, war was a business; but now, when great fortunes are only made by business, business is war.— *Bovee.*



MINNEHAHA FALLS.
Photograph by W. R. Venables, Minneapolis, Minnesota.

PROCESS ENGRAVING

BY S. H. HORGAN.

Queries regarding process engraving, and suggestions and experiences of engravers and printers are solicited for this department. Our technical research laboratory is prepared to investigate and report on matters submitted. For terms for this service address The Inland Printer Company.

Can Absolutely Pure Zinc Be Etched?

J. P. G., Pittsburg, writes: " We had a discussion in the shop the other day about impurities in zinc. I always thought that the purer the zinc the easier it would be to etch, but a drummer from a zinc house told us that absolutely pure zinc could not be etched. This brought on some words, and we agreed to put it up to THE INLAND PRINTER to settle." *Answer.*— The writer has never handled absolutely pure zinc, so he can not tell the effect of acid upon it. A. J. Newton says that " little appears to have been done to determine by experiment the particular impurities without which zinc would not etch at all, that are desirable in zinc, and the right proportions of such impurities. Novak has found that zinc with over 0.2 of cadmium was preferable when using enamel, and that 1.6 lead in the zinc was not so detrimental to the etching qualities of the plate as has been asserted. It will pay those who supply zinc to engravers to experiment on the quantity of impurity necessary to assist in the etching of zinc and see to it that the impurity is maintained as a stable quantity."

Using Enamel on Steel.

A writer in *Zeitschrift für Reproductionstechnik* gives his experiences in etching on steel, which are worth knowing and will be appreciated by any one who has tried steel etching. When sensitizing the steel plate with enamel he recommends first that the grease be removed from the plate with soda or dilute ammonia. As the enamel does not adhere to steel as well as it does to copper, the plate can be roughened by laying in a graining bath of vinegar or acetic acid and sulphuric acid. A mixture of alcohol and ammonia will also give the steel a tooth sufficient when a good formula for enamel is used. Any enamel found satisfactory on copper can be used on steel, though, of course, one wants to be sure that the enamel is alkaline, or it will etch the steel before it has dried upon it. For etching he finds chlorid of iron 40° Baumé to be satisfactory, though he finds one part of nitric acid to five parts of glacial acetic acid to etch faster. Nitric acid one part to distilled water eight parts and alcohol two parts is also recommended. It will be found that alcohol is a good addition to any etching-bath for steel when enamel is used as the resist.

Some Points About Lenses.

Mr. Clifton, in lecturing before the Bolt Court School, London, told some facts about lenses that every process-worker should know. Here are some of them: "A great deal of caution is necessary in buying a rectilinear lens, as there are many bad ones on the market. The usual angle is about 40° and the aperture $f/8$. In focusing a rectilinear lens always use a medium stop. If you are going to use the lens at full aperture then focus at $f/11$ and then

open it out; if smaller, focus with $f/16$ and stop down afterward. Another old lens that is very useful to process-workers is the triple aplanat. It has a very flat field and gives excellent definition, is free from distortion and is altogether a good lens." The lecturer said he had known cases in which, on account of the price, a triple aplanat had been selected in a picture-copying competition with some of the best anastigmats in the market. Its full aperture was $f/12$, but it gave good definition at that, and there was absolute freedom from flare. The modern anastigmat lenses are, of course, the best known, and, though anastigmats are said to have a flat field, there are very few of them that have; in fact, he could only recall one that had an absolutely flat field. In most anastigmats, instead of getting a flat field, there is a slight curve, so that in order to get sharpness all over you must use a saucer-shaped plate. In buying old lenses one of the chief things to look out for is the loss of rapidity, due to the discoloration of the glass or the cement used between the glasses. There is much variation in lenses of the same size and make.



A LIQUEUR HAS THE HERR ORDERED.
— From *Deutsche Kunst und Dekoration.*

Difference in the Size of Line and Half-tone Negatives.

Edgar J. Ransom, Winnepeg, Canada, writes: "I have noticed on jobs where a half-tone and line negative must be made from the same original, such as a set-in, that the half-tone invariably comes out smaller than it should. Is this due to the fact that the screen is nearer the lens than the wet plate that is used for the line negative? I would like your opinion on this, in order to convince our operators." *Answer.*— Of course, the screen is nearer the lens than the wet plate on which the line negative is made, and the wet plates on which both the line and half-tone negatives are made should be exactly the same distance from the lens, for the same framed ground glass is used in focusing for both negatives. This is sure to be the case if you use the same plateholder for both line and half-tone negatives. As you likely use different plateholders for the line and half-tone negatives, then you should test them to determine if they are in register with the ground glass, in this way: Put a flat piece of glass in both holders, close the backs of the holders and draw the slides. Now lay a straight-edge across the front of the ground-glass holder and measure the distance between the straight-edge and the ground glass. Repeat this trial measurement with both of the holders. The distances between the straight-edge and the flat glasses should be exactly the same as between the straight-edge and the ground glass. Should there be a difference in measurement between the two plateholders, then there will be the trouble indicated in this query.

Enamel Spoiled by Heat.

"Process Worker," Mexico City, writes: "Dear INLAND PRINTER, you can not understand how welcome you are each month. I read every line from cover to cover, advertisements with as much interest as anything else. Since leaving the United States two years ago, your book is one of the 'ties that bind' me to my home in Chicago. I am having my own trouble since coming here with fish-glue enamel. A bottle of Le Page's fish-glue, bought here, I found positively of no use. No matter how long I would print it after sensitizing it would wash away. A bottle I got fresh from New York worked better, so that I know the fault was the fish-glue. Is there any preservative that will keep enamel from spoiling in about three days? Is there any glue you can recommend for this climate?" *Answer.*— If "Process Worker" had worked at the wash-out engraving method of twenty-five years ago he would realize the variability of gelatin, or glue, when it had lost its power of setting, as is the case with fish-glue. There is not space to explain this variability here. All that is necessary for one to know is that putrefaction quickly

changes fish-glue into another product which, when sensitized with bichromate, will not become insoluble in water as it would have done before putrefaction. This is the reason the enamel washed away, no matter how long you exposed it to light. This also explains the "insensitiveness" of enamels at times. The glue, or the albumen in the enamel, has become putrefied. You can not improve on the fish-glue you are using, but you should not depend on any preservative other than cold to preserve it and the enamel when mixed in workable condition. Most engraving houses, even as far North as Montreal, have a regular refrigerator for preserving fish-glue, enamel and albumen solutions during the warm or damp weather.

The Best Newspaper Illustrations.

The writer began in 1874 to make illustrations for newspapers, and has been at it almost continually ever since, so he may be pardoned if he records his judgment here that the best newspaper illustrations published to date were in a supplement, not long since, to the *Freiburger Zeitung*. American newspaper publishers who are seeking methods of getting out special supplements at Christmas, Easter or on Sundays have been beaten by this German paper, for it used the ordinary wood-pulp paper and printed upon it photogravure illustrations which were more artistic and satisfactory in every way than any newspaper illustrations ever made before. These illustrations were engraved on copper rolls and printed on a rotary photogravure press, by Messrs. Mertens & Rolff, who have perfected the process and press used. Instead of the "cellular" system of half-tone practiced by the Rembrandt Company in England, and adopted by others in this country, the photogravures on the *Freiburger Zeitung* were engraved by the system invented by the writer in this country nearly twenty years ago. Their method of printing was extremely simple, according to their description of it. The rotary photogravure press was placed in front of their regular web perfecting newspaper press. The web of ordinary news-paper went through the photogravure machine first and had the illustrations printed upon it, and then through the regular newspaper press to receive the impression of the type which surrounded the illustrations, after which the paper was cut and folded as usual. It was necessary, of course, to have both the photogravure and relief-plate presses geared together so that they would print the paper at precisely the same speed, a matter of little difficulty. Now that the protest increases against the vulgar colored comic supplements to the Sunday newspaper, this German paper has shown the way that American publishers may supply really artistic supplements, that will have a refining influence on their readers. Let us see which one will be the first to employ rotary photogravure.

The Offset Press and the Photoengraver.

J. W. Gibbons, New York city, writes: "There is so much talk about the offset press now, I write to know where do we photoengravers come in on it? What will be the process used to get half-tones on the offset press? Will half-tones have to be etched in relief for it?" *Answer.*— The process used for the offset press will be reversed photolithography. That is, the transfers for the offset press should be reversed, which can best be done by reversing the negative. Or, printing from a reversed negative on a sheet of grained zinc, which can be afterward rolled up and etched slightly by the lithographer, who is to pull the tranfers from it for the offset press. The best plan for the photoengraver who has much business for offset presses, is to study up photolithography. It is a simple and beautiful process. All that will be necessary is to buy some of the gelatin-coated papers that are in the market for that purpose, sensitize them in a bath of bichromate of potash, dry and print under the reversed negative until the image shows in a light brown. Ink up a lithographic stone or zinc plate with a light coating of lithographic transfer-ink. Lay the slightly transferred photolitho print face down on the ink-covered stone or zinc and run through a litho or copper-plate press, the former by preference. Lift the print from the ink, reverse it, and run it through the press again to get the ink coat on perfectly even. Then lay the print ink side up on the surface of a tray of warm water, until the moisture penetrates through the gelatin coating from the back, which can be told by the surface becoming glossy. Take the print from the water, lay it on a piece of plate-glass, and with a piece of soft sponge or wad of wet cotton wash away the ink, which will leave the paper gelatin surface, except where the light has acted through the negative and hardened the gelatin so that it will not absorb water. Wash the bichromate thoroughly from what is now a photolithographic transfer, hang it up to dry and then it is ready to be transferred to grained zinc for the offset press. This is the whole of photolithography in a few sentences.

"The Graphic Arts Year Book, 1910."

At last has this only American annual devoted to a review of processwork and the printing trades for the year arrived. It was worth waiting for, and the editor, Mr. Joseph Meadon, is to be congratulated on producing a volume distinctly more beautiful than the three preceding ones. The binding, paper, type, margins, presswork, lettering design in the advertisements — everything that goes to the making of the book, with the exception of the white enameled paper — is most pleasing to the eye and touch. There are 428 pages. The most interesting feature is, of course, the illustrations, which are the best examples of the various kinds of processwork made in this country at the present time. A most striking effect is the reproduction of an etching in two printings by the Manz Engraving Company. The frontispiece is a photogravure, by F. A. Ringler Company. The reproductions of Lumière autochromes from nature, by the Zees-Wilkinson Company, are charming, as is all this firm's work. There is a portrait of Washington, in colors, from Brown & Bigelow, St. Paul, that is admirable. A reproduction of a bronze by the Photo-Chromotype Engraving Company, of Philadelphia, is another excellent bit of three-color work. Barnes-Crosby, Binner-Wells, Cargill, Corday & Gross, Gerlach-Barklow, Mugler, and Norman T. A. Munder & Co., are among the other color-plate makers who present most excellent exhibits. Among the twenty-seven articles, those of most interest to the processworker are: "Three-color Susceptibilities," by N. S. Amstutz; "Paynetype," by Arthur Payne; "Some Notes on Screen Negative Making," by A. J. Bull; "Progress in Three-color Work," Otto Mente; "Color-plate Making To-day and To-morrow," L. G. Musk; "The Heliogravure Process," Otto Mente, and "Processwork Progress in 1909," by S. H. Horgan, illustrated with the first Paynetype made on this continent. It is the sixty or more pages of commercial illustrations that are most worthy of study by the processman, for they are the finest exhibits of his art printed in from one to six printings. Some of the illuminated pages of the Daprato Statuary Company's catalogue are particularly fine. The Corday & Gross Company have some exhibits of offset presswork, under the title of "Wonder Prints." The volume can be had from The Inland Printer Company. Price, $5.

THE FUTURE OF PHOTOENGRAVING.

Address by S. H. Horgan, editor of "Process Engraving," INLAND PRINTER, before the convention of the International Association of Photoengravers, at Buffalo, June 27-28.

OUR art sprang from the discovery that light acted upon some substances in such a manner as to quickly change their composition, condition or color. With this knowledge, and the fact that a lens would direct light rays, Nicephore Niepce worked until he engraved, by the action of light, the portrait of Cardinal D'Amboise, the first photoengraving. This was in 1826.

In 1839 Daguerre gave to the world his discovery of a means for fixing the image obtained by a lens on a metallic mirror. Which discovery was born of an attempt to engrave metal plates. So you see that our business preceded photography, the latter being a sort of by-product of the experiments of the first photoengravers.

It was in 1839, also, that Mungo Ponton discovered that the action of light caused bichromated gelatin to become insoluble in water, the principle on which all processwork is based.

Since that time innumerable inventors, many of whom are present at this convention, have, by study, experiment and the expenditure of much money, devised the numerous lines embraced in the term "processwork." These men have brought about the great industry in which we are all engaged. An industry whose product enters into every household; which has been one of the principle factors in the spread of intelligence and of civilization; which has been the means of advertising all lines of business and making the fortunes — of others. Is it not time that we awakened to the propriety of keeping some of the rewards of our business for ourselves?



S. H. HORGAN.

FORTUNES FOR OTHERS IN PROCESSWORK.

No statistics will be inflicted on you. For it has been said: There are three kinds of liars — the ordinary, everyday liar, the accomplished liar, and the statistician. Every one knows that with the increase of illustrations all literature has been so popularized, from the daily newspaper to the edition de luxe of a book, as to have brought immense fortunes to publishers, while the process man contributes his time, talents, industry and fortune itself to become a further slave to the power that is getting richer at his expense.

It would take hours to tell how some of these great capitalists have profited by photoengraving. A couple of examples will suffice:

In 1883 Mr. Joseph Pulitzer got control of the New York *World* and struggled along with it until March 12, 1884, when he startled newspaper publishers everywhere by producing on that Sunday a page of type illuminated with crude single-column cuts. The result was almost instantaneous. The edition was speedily sold out, and from that day Mr. Pulitzer's fortune was assured. From a man overwhelmed with debts, on the day he began to use cuts, it is now said that his income is $1,500,000 a year. He published a chart later, to show the rapid growth in the circulation of the *World,* and the line of increase shot upward from that March 12. His success with cuts taught all other papers that if they wished to fill a popular demand and increase their circulations they must use our work.

Another New York exhibit is that of the magazine proprietor who began by having trouble in getting photoengravers to extend him credit for the illustrations he needed, who is now so rich that he has purchased papers in several cities and expects to have a chain of them at an expenditure of possibly $100,000,000.

PHOTOENGRAVERS ARE PLAYED ONE AGAINST THE OTHER.

It might be asked, why is it that these great book, magazine and periodical publishers do not install their own engraving plants? Before process engraving came into use they employed their own engravers. Why the change? Because they have found that, owing to the unbusinesslike rivalry which actuates photoengravers, they can play one engraving firm against the other, as they can not do in paper buying, electrotyping or presswork. Thus do they get their engraving done cheaper than they could do it themselves, and, paradoxical as it may seem, frequently cheaper than the process engraver can do it.

If we had time to review the progress of processwork we would find that it has in the past not only filled the actual wants of the publishers, who have made fortunes on it, but it is our brains that have interpreted needs, which created demands, thus inaugurating many new lines of business. We would find that it has kept years in advance of the press builder, inkmaker and paper trust, who have also fattened on it.

One illustration of this you will recall on the introduction of half-tone blocks. Those blocks required much more ink and a better distribution of it, as well as far more pressure than line engraving, and still the press builders neither supplied the greater ink distribution nor would they build presses structurally better capable of standing the greater strain. It was not until 1889, after most of us had broken our Washington presses, that I had a press of that type built with all its parts reënforced to stand the strain of proofing half-tones the size of a newspaper page, and this press became the model for the present giant presses.

PROCESS MEN AHEAD OF THEIR TIME.

Think for a moment of all the trouble our own Ives had in getting a few of his inventions adopted. In 1891 he had devised the three-color block method, but could not get an audience for it. Ten years later William Kurtz began to sink his private fortune in an attempt to popularize it, and failed owing to the lack of intelligent support from either the inkmaker or press builder. You gentlemen have all had your discouragements at seeing your work ruined by unsympathetic printers and publishers.

It was of a photoengraver this story was originally told: That after death, and while his guardian angel was escorting him upward toward the pearly gates, they met a prominent publisher going down. The habit of running after customers was still strong in the process man, so he begged the angel to permit him to follow. Which they did. And when he reached the inferno he saw a cage marked "Magazine Publishers," in which were many of his old patrons crying out for "More cuts, more cuts, at any price." Then he turned to his guide and said: "Please allow me to remain here, good angel; this is heaven enough for me."

Now, what of the future? What has it in store for us? Ours has been a constantly changing business in its short history. It will continue to do so. It is as difficult to prognosticate as Buffalo weather. Still we may predict something from "past performances," as we used to do, before Governor Hughes came in.

WHAT OF THE FUTURE?

It would appear as if the engraving plants in the large cities would continue to grow in size, with consolidation among smaller plants. The tendency in other lines of business is in that direction. Why not in ours? Unfortunately, we will have forces to work at night, in the rush seasons, so that sometimes the work will be carried on continuously, thus saving rent, space and the cost of the extra plant for the same output.

The smaller plants, crowded out in the fierce competition, will either migrate to the cities of the second or third classes, or, if they remain in the large cities, will succeed only by specializing as the other professions are doing. This is the proper course. For the firm will be most successful in color-block making that has its photographers, etchers, finishers and proofers trained only to do that work. And it is in color-block making and printing that the greatest strides are to be made. Some firms will not do rush work, but recommend their customers to the firm that makes a specialty of it, while the latter will not undertake fine engraving, but reciprocate by turning the work over to the one that will give time to it. There will be firms who will specialize in engraving on brass and steel and in making embossing dies. Those who will do photolithography and

supply the transfers for the offset press. Others will give their whole attention to photogravure and the engraving of copper rolls for rotary photogravure printing.

There should be specialists in coarse half-tone for posters and in grained plates; specialists in booklets and in catalogues, in calendars and in the high-light process, just as there are now in steel engraving and collotype.

THE MODEL PLANT.

But it is in the model plant of the future that the greatest improvements will come. We will recognize more thoroughly that our business is at present dependent on several most unreliable factors: light, heat, moisture, impure water and air; that we are troubled witb variable chemicals and our great enemy is dust, not to mention dirt. To save much wasted time and money, we must, in the future, carry on our work under uniform conditions.

The perfectly reliable light for our purposes has not arrived. It may be an electric light, though that is not certain. The positive methods for supplying pure and clean air, heat, moisture and dryness are here in such a way that we have merely to apply them. The unreliability of our chemicals is bound to increase as competition does. It will be one of the purposes of this association to encourage the honest chemist — when found. What your association can do was shown when you obtained from our Government the concession of a special denatured alcohol.

TO GET RID OF DUST.

As to dust, that spoils so much work on us at a great loss of time and money in "make-overs," that can be eliminated now. It will be considered a necessary evil as long as we depend on open windows for ventilation. There are factories and stores whose windows are hermetically sealed and into which no dust can possibly penetrate unless carried in on the clothes of workmen or customers. It is a simple matter to have all the fresh air required in a factory to be either forced through water and be washed perfectly clean from dust, or drawn through partitions of fabric that will filter the dust from it. I have been in establishments where the temperature was maintained the same on the Fourth of July that it was on St. Patrick's Day — and the latter is often associated with the most uncertain weather.

We can have a pure water supply if we plan for it, while the equable temperature and purified air will bring our work into the class of healthful occupations.

Machinery will enter further into our business, performing operations in a more automatic, systematic and satisfactory way, avoiding guesswork and the uncertainties that are now the cause of so much waste of profits.

We have scales for calculating the reduction and enlargement of copy, for the surface measurement of finished work, and tables for calculating charges. Systems for regulating the size of diaphragm and screen distance, to the camera extension or enlargement or reduction of copy, are ours, but how few apply them. Meters for testing the strength and quality of light are to be had. As machinery comes more into our work and cleanliness is found to be profitable, all exposed driving belts will be excluded. The proof press will at last succumb to the inevitable and be operated by power with all the gentleness of touch which now characterizes the hand proof.

Dragon's-blood and other etching powders that irritate the lungs should not be allowed to destroy the air any more than sewer gas or noxious fumes. They should be confined or eliminated entirely. Dry plates will come more and more into use, and, after the introduction of Paynetype, collodion and the silver bath will be banished from our workrooms without regrets. Instead of using pure metal to engrave upon, it is possible the future metal may be an alloy possessing greater hardness than the present metals. Etching machines are sure to come into general use.

THE PROCESS PRODUCT WILL CHANGE.

The product of the process man will change greatly. There will be more and more color plates, and we would have a greater demand for them now if the pressman and the press builder were not stumbling-blocks. We should be making more tint-blocks for two printings than we are now doing. Combinations of line and half-tone give most effective results — I mean by that line key-blocks added to half-tone prints, just as we now do the fourth plate in color-printing. Line engraving will return to greater popularity when the engraver treats it with the respect which is its due, and in a businesslike way increases the now absurdedly low charge for engraving it.

Should I not make myself clear I will be glad to try to answer questions later, though it is to be hoped without the results that occurred on another occasion:

Michael Davitt had just finished a rousing address to Ireland's sympathizers, when the chairman of the meeting asked: "Is there any gentleman in the hall would like to ask a question of the Hon. Micbael Davitt?" From the rear of the hall came: "Yis, Mr. Chairman, oi'd loike to ask a question of Mr. Davitt."

Then almost a riot started, around the questioner. Several men tried to reach him at the same time while he fought for his rights. Finally they got him through the door, and above the din the sounds of the unfortunate being bounced down the stairs could be heard.

When quiet was once more restored, the chairman coolly asked:

"Is there any other gentleman would like to ask a question of the Hon. Michael Davitt?"

OFFSET PRESS AND ROTARY PHOTOGRAVURE.

The offset press will revive photolithography and will do work that was previously done by lithography before relief blocks usurped its place. It furnishes the method of reproducing pencil and crayon drawings and supplies all the beautiful effects of lithography at much reduced cost for presswork, and on rough, pleasing surfaced paper. It will not give the brilliancy in color of relief printing, though frequently a reduction of brilliancy would be a movement toward better taste.

Rotary photogravure, or intaglio printing from engraved rolls, is the process of great promise just now. It is capable, in proper hands, of giving us the finest art reproductions possible from the printing-press. It has its limitation which will prevent it from interfering with relief and planograph printing. But it also has its charming field into which other processes can not enter. Let us hope it will not be vulgarized by becoming too cheap and the results unworthy of it. It is sure to bring a more delicate art treatment into the production of wall paper and into calico and other fabric printing. It will supply an artistic substitute for the Sunday newspaper's present colored horror.

Just a word as to the character of the copy we accept from our customers. It will be better when we deserve it. It is too often the case now that an artist or publisher will say: "It does not make any difference what kind of copy I turn into the processman; he manages it all right." If we will be more honest with ourselves and the copy — what I mean is, if we will insist more on the photographer "getting it in the negative" and not leave the finisher to interpret or translate the copy according to his skill and the accidents of reëtching; if we will make it a rule to reproduce the copy, not what we think should have been the copy — then the customer will assume the expense and responsibility of having the copy in perfect condition before he submits it to us for our regeneration instead of reproduction.

HALF-TONE MAY FAIL AS WOOD ENGRAVING DID.

In our half-tone work we should keep before us the lesson of one of the causes which brought on the self-destruction of wood engraving. When the golden age of wood engraving had been reached in this country the engravers began to vie with one another in the fineness of the white lines they would cut in the block, lines so faint and shallow in the shadows that the electrotyper could scarcely reproduce them in his plate, and which it was impossible for the pressman to keep from clogging with ink. Look out that we do not fall into the same error through the excessive fineness of the screens and the shallowness of the plates. There is growing evidence of it in the magazines of to-day, and consequent dissatisfaction from both publisher and public with the result.

It is in the character of the workmen that the future will bring the greatest change. Our business was an occupation destructive to health, to hands, to clothes and to bank accounts. As it becomes cleaner, more healthful, physically and financially, it will attract to it a more artistic type of workmen. Men the product of technical schools, as they are in Germany. Apprentices will know, at least, the elements of chemistry and optics, but, which is of more importance, will have their hands trained to drawing and their eyes to color perception. I have been asked whether it will become an occupation for women. I hope not. I feel about that as the Irish apple-woman did tbat Tom Daly tells about:

This woman had been peddling apples out of a basket for many years to the men on a Philadelphia newspaper. A woman was taken on the staff, but the old apple-woman resented it, and she showed her disapproval of a woman reporter by keeping away from her.

One day the newspaper woman asked if she might have an apple, and offered a dollar bill to pay for it, and this was the dialogue that followed:

The apple-woman said: "Ah, never moind, ma'am, payin'; I have no change, and you have an honest Irish face."

"I wisb you to understand, madam, I have not a drop of Irish blood in me. I am a Biddle."

"Ah, sure, I have a pedigree myself."

"O, yes, you will claim you are a descendant of an Irish king, I presume?"

"Ah, farther back than tbat, ma'am; farther back than that. Sure, I'm a discindint of Eve, the first apple-woman."

Gentlemen, the future of photoengraving is in our hands. We must realize, first of all, how necessary processwork is in the progress of civilization and of business. Contemplate if you can the blow to enlightenment and trade should you all stop making cuts. Think of the weekly and monthly periodicals that would collapse immediately, the thousands of printers and pressmen, electrotypers, papermakers and allied tradesmen that would be out of employment, and the millions of dollars in presses that would go into the scrap heap. More serious than all this would be the blow to civilization, for pictures, as you know, are a language more universal than Volupük or Esperanto ever can be.

An understanding of our importance in the world's work will inculcate in us self-respect and a mutual regard for one another. The fellowsbip brought about by your organization and through conventions like this one should prevent us from being played one against the other in the merciless grind of competition so that other lines of business may fatten upon us. And then will the future bring us the reward our art industry deserves.

Written for THE INLAND PRINTER.

FROM THE WESTERN SLOPE.

BY OUR OWN CORRESPONDENT.

MAY was a fairly good month for those engaged in the various branches of the printing industry. The paper trade and the supply men report a steady volume of business, and they predict a continuance for the summer months, despite the vacation habit that affects all lines of commerce. The lure of the mountains is strong in California, and one of the employing printers of San Francisco has written an article showing that the men engaged in the business do not, as a rule, take advantage of the opportunity to woo nature at her best. He very properly cites the industry of the "art preservative" as one of the most important of the busy world, and ventures the opinion that the unreasonable competition that organization is trying to prevent is responsible for keeping the nose to the grindstone. This should not be the situation.

Close watch is being kept on the vote in Congress to select a city for the official Panama-Pacific International Exposition. San Francisco believes she will get the prize, and now that over $5,000,000 has been contributed, with plenty more money in sight, it looks as though the city by the Golden Gate had good reason to feel that she is not without charm. Typographical Union No. 21 has donated $1,000 for the purchase of stock, and, as the employers of the various branches have contributed liberally, the unanimity that should prevail is evident. Printing Pressmen's Union No. 24 has voted $500 for the same purpose.

Notes from Here and There.

THE *News*, of Hemet, Cal., has purchased a No. 5 Linotype.

A JUNIOR LINOTYPE has gone to Alaska, addressed to the Tanana *Daily Star*, at Fairbanks.

H. F. GROVER, a veteran printer of Yuba County, Cal., died on May 5, aged eigthy-two years.

CYLINDER presses have been sold to the Willits (Cal.) *News* and the Monterey (Cal.) *Herald*.

A No. 4 LINOTYPE has been added to the battery possessed by the *World Advance*, of Wenatchee, Wash.

A PROHIBITION publication has been started at 1252 Valencia street, San Francisco, by William Robinson.

JAMES T. LYNCH, for years one of San Francisco's job printers, has moved his plant to Oroville, Butte County.

JULES PAGE died in San Francisco on May 16. He was seventy-seven years old, and a pioneer engraver and artist.

THE *Labor Index*, of San Mateo County, Cal., is a weekly just started. W. B. Benoist and James Wain are conducting the paper.

TWO VANCOUVER printing establishments have added No. 5 Linotypes to their batteries — the *Daily Province* and Shilvock Brothers.

A BOOK on lower California has been issued by Arthur W. North. The Baker & Taylor Company, of San Francisco, did the printing.

THE Hall & Smith Company is a new firm at 349 Market street, San Francisco. Stationery and printing are the staples of the house.

PAYOT, STRATFORD & KERR are doing business at 62 Fremont street, San Francisco, as a supply house for stationers and all lines of printing.

D. W. RAVENSCROFT, of Sonoma County, Cal., will be the candidate of the Democrats for State Printer. He is well known in printing circles.

A NEW dress of Benton self-spacing type has been ordered from the American Type Founders Company by C. A. Carroll, of Calistoga, Cal.

THE *Coast Side News*, California, has been acquired by George E. Dunn. He is going to issue an eight-page four-column weekly at Moss Beach.

O. R. MORGAN, editor and owner of the Reno (Nev.) *Gazette*, was in Oakland, Cal., early in June. He has purchased a lot in Rock Ridge Park.

THE State Convention of the Knights of Pythias, held at Santa Cruz, Cal., on May 18, discussed the establishment of a lodge paper for the State.

THE Chutes Amusement Company and T. H. B. Varney, of San Francisco, are indulging in a billposting war, which is helping trade in that line.

THE Placer County (Cal.) High School published its annual, called the *Potpourri*, on June 7. Miss Una Jones was editor of the magazine this year.

ETTORE PATRIZI, editor of *L'Italia*, of San Francisco, left for Italy on May 28. He intends to boom the Panama-Pacific Exposition during his visit.

THE Naval Training Station, situated on Goat Island, in San Francisco Bay, is publishing a forty-page monthly magazine, with a cover, called *Our Navy*.

JOHN H. CARMANY died on May 8. He published the *Commercial-Herald* in San Francisco in 1865-69, with D. G. Lewis, and was closely associated with the printing business for a long period. Mr. Lewis survives his old partner, and is an officer of the typographical union to-day.

DICKINSON & SCOTT are now printing the *Park News*, which is distributed weekly in San Francisco's beautiful pleasure ground — Golden Gate Park.

LEN WADE, son of S. H. Wade, of the H. S. Crocker Company, of San Francisco, has accepted the offer to take charge of the linotype machines on the *Sun*.

THE Southern Pacific Railroad Company has issued a splendidly printed booklet, called "California for the Settler." The editorial work was handled by A. J. Wells.

A MOB incited by labor difficulties destroyed the plant of the Black Hills *Daily Register*, of Lead, S. D., on June 1. A linotype machine and three presses were wrecked.

FRED W. SHERMAN, one-time publisher of the Port Huron (Mich.) *Times*, has purchased the Santa Barbara (Cal.) *Independent*, for ten years the property of Thomas M. Storke.

THE Stockton (Cal.) *Mail* has published a very creditable edition called the "Stockton Progress Edition." It exploited all the advantages of this thriving town of California.

THE San Bernardino (Cal.) *Free Press* has graduated from a weekly to a daily. Opie Warner is editor and manager for the company, and a cylinder press has been installed.

C. E. CLAWSON has acquired the Solano (Cal.) *Republican*. Edward Dinkelspiel sold out on account of poor health. The publication has appeared regularly since 1858.

A "HANDBOOK OF MANUFACTURERS IN AND ABOUT SAN FRANCISCO" has been printed by the Merchants' Association, and four thousand copies have been mailed locally and abroad.

MONOTYPE machines have been acquired by the *Lannen-Utiset*, of Astoria, Ore., the *News-Reporter*, of McMinnville, Ore., and the Independent Printing Company, of San Diego, Cal.

A WEEKLY digest for shippers and carriers appeared in San Francisco on May 13. It is called *The Traffic*. Pacific coast traction and traffic conditions are to be recorded for those interested.

FRED BORMANN, of Los Angeles, died on June 2, after a brief illness. With Harry White he purchased the Jacoby printing-plant a few months ago. Messrs. Bormann and White came from Chicago.

L. FERRARI, J. Ferrari and M. Leonardini have incorporated *La Colonia Italiana*, at Redding, Cal. This is the only newspaper published in a foreign language in the northern part of the State. It is a weekly.

FRED W. EMERSON, a popular linotype operator of Los Angeles, Cal., was killed on the evening of May 30, while he was returning home. He was riding a motorcycle, and ran head-on into a team and wagon.

THE proprietors of the *Willapa Harbor Pilot*, of South Bend, Wash., have purchased the plant at Raymond, Wash. The linotype machine will be moved to Raymond, and both establishments operated from that city.

J. H. CROTHERS has left the business managership of the San Francisco *Bulletin*, and has joined O. E. Chaney in the magazine field. *Orchard and Farm*, a well-known rural publication, and *Irrigation* have been consolidated.

A. L. HOULE, formerly with J. B. McIntyre, has opened a shop at the corner of Clay and Sansome streets, San Francisco. He is the head of a company. He purchased a large No. 190 Dexter folder from Brintnall & Bickford.

PROBABLY the best-equipped Linotype (No. 4) to leave the United States was recently shipped to the Bulletin Publishing Company, of Hawaii. It had a double magazine, four molds, a head-letter attachment and a pi-stacker.

THE office of the *Pacific Rural Press*, of San Francisco, has printed the fifth edition of Professor E. J. Wickson's "California Fruits." Entirely new plates were used for the production, which is recognized as standard on the subject.

THE San Francisco Mission Street Merchants' Association has decided to forbid members advertising in temporary publications, under a $10 penalty. Only daily, weekly or monthly papers of acknowledged standing and circulation may be used.

THE *Mining and Scientific Press*, of San Francisco, celebrated its fiftieth anniversary on the evening of May 21, by means of a banquet in the Palace Hotel. There was a full attendance of those engaged in both the editorial and mechanical departments.

H. L. WHITE was elected president of San Francisco Typographical Union at the May election. For years Mr. White was secretary-treasurer of the organization, and he has taken office with the best wishes of a large number of California's printers.

FRED S. HOLMAN has installed a printing-plant at Ripon, Cal., in the San Joaquin Valley. He will publish and edit a paper called the *Irrigation Bulletin*. Mr. Holman has had considerable newspaper experience. He is a graduate of Stanford University.

NEARLY all the cities of the Pacific coast have developed a boom of an advertising nature. Printers' ink has been used to describe the beauties of the various sections, in order that tourist travel might be increased or the merchants reap material benefits.

W. H. FOSTER has disassociated himself from the Associated Printing & Supply Company, of 711 Sansome street, San Francisco, where for one year he had charge of the composing-room and an interest in the firm. Mr. Foster contemplates starting in business.

WOODLAND, CAL., has been threatened with a water famine. Editor W. F. Mixon used the columns of his paper to warn people to be very careful. One night he forgot to turn off his faucet in the yard, and a $5 fine and Woodland's "joshing" were his portions.

STATE FORESTER HOMANS, of California, has issued a handbook on the subject of "Forest Protection of California," a copy of which has been sent to every fire warden in the State. Over $1,000,000 was lost to California on account of the carelessness of campers last year.

THE merchants of Sacramento, Cal., report that fully $100,000 was saved to them yearly by having a committee look over advertising propositions. Of 175 applications submitted, 102 were denied, many of which were in the "fake" class, in the opinion of the committee.

RICHMOND, CAL., is a city that is the terminus of the Santa Fe Railroad; it has shops of two or three railroads and oil interests of considerable importance. The *Independent* is a new morning paper, started on June 1. M. J. Beaumont and I. N. Foss are the publishers. They were connected

witb the Richmond *Leader,* but political differences caused a dissolution. Mr. Beaumont is president of the Merchants' Association, of Richmond. A job-plant has been installed and a No. 5 Linotype purchased.

THE contract for lithographing the Geary Street Railroad bonds bas been awarded to tbe H. S. Crocker Company, of San Francisco, after a somewhat heated discussion, in wbich labor matters were debated before the Board of Supervisors, to tbe advantage of the Crocker Company.

THE Keystone Type Foundry, of California, announces that its specimen-book will be ready in August and tbat it will be one of the finest productions of its kind. An accent book has been issued by this foundry. All languages and all faces of type are shown, and the sizes run from 6 to 120 point.

THE *Oil Review* has appeared. It represents California's oil regions, a section of the State exceedingly prosperous. W. J. Cutter is the editor and Santa Maria tbe city from which the publication is dated, but Walter N. Brunt, of San Francisco, performed the mechanical work on the thirty-two pages of the monthly.

THE new three-story building at 51-65 First street is housing tbe Hicks-Judd Company, of San Francisco. During the early days of June the last of the heavy machinery was moved from 270 Valencia street, and tbe elaborate printing and bookbinding establishment has been welcomed to its old quarters by old neighbors of ante-fire days.

R. S. GEE has severed his connection with tbe firm of Althof & Bahls, one of San Francisco's oldest bookbinding and printing establisbments. He owned a one-third interest in the house, and served for years as superintendent. Witb his son, Mr. Gee bas opened a bookbinding shop at 523 Clay street, replete with the best appliances in that line.

MRS. ROBERT LOUIS STEVENSON has purchased twelve acres of beach land at La Sercna, near Santa Barbara, Cal. The property adjoins land owned by Stewart Edward White, the author. It is said that a literary colony will be formed, and tbat many of the two-score writers and artists of national reputation in Santa Barbara will associate themselves with tbe venture.

THE Crown Columbia Pulp & Paper Company, of 311 Sansome street, San Francisco, on June 7 filed with the county clerk notice that its capital stock would be increased from $1,000,000 to $1,500,000. At the same time the Crown Paper Company, owner of tbe majority of the stock in the Crown Columbia Pulp & Paper Company, filed notice of intention to increase its capital stock from $150,000 to $225,000.

THE Pacific Coast Advertising Men's Association will hold an exhibition in San Francisco from June 22-25. Tbe writer, the artist, the commercial engraver, the printer, the signmaker, the billboard manipulator — will all vie with each other to sbow tbeir respective wares. Lighter features will be introduced. Music will help spend the evenings, and an Oriental bazaar will enable Chinese and Japanese to show their advertising skill.

SAN FRANCISCO TYPOGRAPHICAL UNION is trying to have the newspaper publishers pay a $1 a day increase to its members working in insanitary composing-rooms. This is in line with the attitude of the International Typographical Union, and the purpose of the proposed increase is to protect the health of those following the business. The publishers will probably resist payment, and the controversy will go to arbitration, in accord with the agreement.

THE San Francisco *Sun,* the Democratic daily that has kept a number of printermen on the anxious seat, is faithfully promised to its constituency before the June days have passed. E. H. Bobbitt is operating the Monotype, which is producing tbe type for the advertising department, and four Mergenthaler machines are receiving the final touches for the work before them. The exact date of issuance has not been set, but the paper is expected about June 20.

J. F. CHAMBERS is the Pacific coast representative of the Lanston Monotype Machine Company. He reports a prosperous condition of affairs, and states that the Union Hardware & Metal Company, of Los Angeles (1,700 pages); the Whiton Hardware Company, of Seattle (1,400 pages); Baker & Hamilton, of San Francisco (1,400 pages); Dunham, Carrigan & Hayden Company, of San Francisco (1,400 pages), and the Puget Sound Machinery Company, of Seattle (700 pages), have selected Monotype composition for their catalogues.

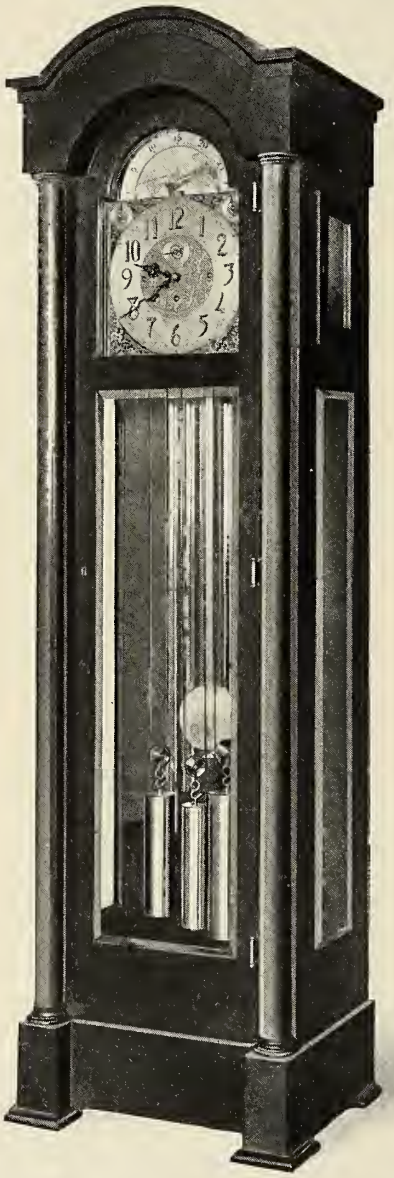
MONTEREY, CAL., is experiencing a boom in printing circles. The *Herald* bas incorporated as tbe Monterey Herald Publishing Company. Tbe directors are S. A. Davis, H. H. McLeroth and William Sandholdt, Jr. Tbey will conduct a printing and publishing establishment. The capital stock is $20,000. Weybret & Lee, also of Monterey, have incorporated under tbe title of the Weybret & Lee Printing & Publishing Company. Capital to the extent of $20,000 has been subscribed. George Schultzberg, publisher of the Monterey *Herald,* is one of the incorporators.

TRIBUTE TO A PRINTER.

At the first drawing for a jury in the Heike case it was related by a morning newspaper, perhaps inadvertently, as to the name and identity of the individual, that one "James Toles, a young business man," who was on the venire, was alleged to have been "approached" with a view to "fixing" in advance his determination of the law and the evidence. Very few, if any, who read the story associated "James Toles, a young business man," with James Tole, president of Bix Six Typographical Union, yet the latter is the man whose honesty and integrity impelled him to inform the court of what the newspaper intimated had occurred. In these days when prominent men of affairs are getting fined for grafting (*vide* Pittsburg aldermen), a White Mountains ex-governor is charged with smuggling, and a United States senator is alleged to have "fixed" his election, it is indeed refreshing to know that corruption among labor leaders, scotched when Sam Parks went to Sing Sing, is now practically as unknown as it is abhorred.—*Brooklyn Eagle.*

MORE "TIME" FOR E. LAWRENCE FELL.

Somewhere, the Good Book says that prophets are not greatly honored at home, but E. Lawrence Fell is an exception to this rule, for he holds a place in the esteem of Philadelphia printers unlike that possessed by any other man. As evidence of this esteem, in recognition of the great work he has done for the uplift of the whole printing industry during his three terms as president of the United Typothetæ of America, but more particularly for what he



CLOCK PRESENTED TO EX-PRESIDENT FELL BY THE TYPOTHETÆ OF PHILADELPHIA.

Half-tone by courtesy of Gatchel & Manning.

has accomplished for the printers of his home city, some forty of his friends, all members of the Typothetæ of Philadelphia, gave him a testimonial dinner in the Clover Room of the Manufacturers' Club, on the evening of June 2.

Many of the veterans of the organization were present, including Mr. Alfred F. Edgell, the president; Mr. William F. Fell, the treasurer, as well as Vice-Presidents Ferris and Hirsh.

The decorations of the banquet-room were particularly handsome, the table being in the form of a hollow square, with a green column in the center, banked with flowers.

So far as that important feature, the menu, was concerned, it was worthy of the occasion, and the verdict of all who sat down to the spread was that the chef had achieved a gastronomic triumph — it was by all odds the best dinner ever given in a club noted for good dinners.

Of course, at an affair of this nature only an expert at that line of work could fill satisfactorily the position of a toastmaster, so the arrangement committee wisely chose Mr. Edward Stern, an ex-president of the United Typothetæ, for this rôle. He presided in his usual able and efficient manner and throughout the evening kept the guests in a roar of laughter with his brilliant and witty sallies.

After a few pointed and personal allusions that brought a blush of modesty to Mr. Fell's cheeks, the toastmaster ordered some one present to "pull the halliards," and the green curtain surrounding the column in the center of the table fell away, and Mr. Fell found himself staring at the dial of a handsome chime clock.

The illustration here shown scarcely does the clock justice. It is an eight-day tubular-chime clock, with five chimes, encased in a frame of solid mahogany, and stands fully eight feet high. The dial is of gold and silver, and, in addition to showing the time, the clock also indicates the days of the month and the phases of the moon.

In deference to Mr. Fell's well-known modesty, the presentation plate, instead of being fastened to the front of the clock, was placed on the inside of the door.

Although Mr. Fell was taken completely by surprise, he nevertheless responded in a fitting manner, and expressed his thanks, not only for the token showing the esteem in which he is held by those who know him best, but for the spirit which animated his friends in thus choosing to recognize the work he had done for the printers of Philadelphia and the whole industry as well.

After the presentation of the clock and Mr. Fell's response, the toastmaster called upon each of those present to tell what they knew of Mr. Fell as a friend, as a business man, and as a leader in the printing industry who had done much more than his share to raise it to a higher plane. No man could ask for a greater tribute than was paid to Mr. Fell by these forty members of the Typothetæ of Philadelphia, many of whom are his competitors.

Surely in this dinner can be read a lesson by other printers who are jealous and distrustful of their brother workers in the same field. And no better evidence is required of the advantages of coöperation when more than forty men of conflicting interests will thus gather together to pay a personal tribute to a business competitor. It proves anew the self-evident fact that only coöperation, by laying aside personal interests and working together for the common good of all, can printers ever place this great industry in the position it is entitled to in the business world.

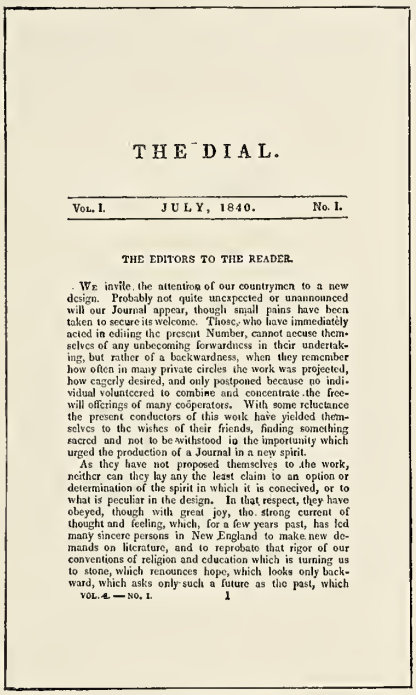
HOW AN AUSTRALIAN PRINTER ANNOUNCES GLAD NEWS.

LATEST SHIPPING NEWS
Arrival-PORT OF EVANSTON ILLINOIS, USA, on TUESDAY, MAY 24, 1910, 12:32 PM
RMS STORK—STATEROOM PASSENGER
NELLIE BERTHA CLAYTON, WEIGHT 6lb. 12oz.
CAPTAIN'S LOG READS, "ALL WELL".
Agents: Mr. and Mrs. JOHN H. CLAYTON, OF AUSTRALIA

THIRTIETH ANNIVERSARY OF "THE DIAL."

On May 1, 1910, *The Dial*, of Chicago, announced its thirtieth anniversary. No more interesting, no more worthy history attaches to any periodical in this or any other country, and for this reason THE INLAND PRINTER has particular gratification in placing in these columns the interesting record of its career, from the circular issued in commemoration of *The Dial's* thirty years of usefulness.

The Dial of the Transcendentalists — of Margaret Fuller and Emerson, of Channing, Parker and Thoreau — was founded at Boston in 1840, and continued in existence four years. The prospectus printed on the last cover-page of its first number (July) set forth that "*The Dial*, as its name indicates, will endeavor to occupy a station on which the light may



THE DIAL.

VOL. I. JULY, 1840. No. I.

THE EDITORS TO THE READER.

We invite the attention of our countrymen to a new design. Probably not quite unexpected or unannounced will our Journal appear, though small pains have been taken to secure its welcome. Those, who have immediately acted in editing the present Number, cannot accuse themselves of any unbecoming forwardness in their undertaking, but rather of a backwardness, when they remember how often in many private circles the work was projected, how eagerly desired, and only postponed because no individual volunteered to combine and concentrate the free-will offerings of many coöperators. With some reluctance the present conductors of this work have yielded themselves to the wishes of their friends, finding something sacred and not to be withstood in the importunity which urged the production of a Journal in a new spirit.

As they have not proposed themselves to the work, neither can they lay any the least claim to an option or determination of the spirit in which it is conceived, or to what is peculiar in the design. In that respect, they have obeyed, though with great joy, the strong current of thought and feeling, which, for a few years past, has led many sincere persons in New England to make new demands on literature, and to reprobate that rigor of our conventions of religion and education which is turning us to stone, which renounces hope, which looks only backward, which asks only such a future as the past, which

VOL. I. — NO. I. 1

Reduced facsimile of first page of first number of *The Dial*, Boston, 1840.

fall; which is open to the rising sun; and from which it may correctly report the progress of the hour and the day." Emerson, later, said of it: "A modest quarterly journal called *The Dial*, under the editorship of Margaret Fuller, enjoyed its obscurity for four years, when it ended." But if obscure, it was brilliant and distinguished — the most so of all American periodicals ever published. It had, said Emerson, "some noble papers"; and many of Emerson's best poems ("The Problem," "Woodnotes," "The Sphinx," "Ode to Beauty," "Fate," among others) were first published in its pages. Thoreau, too, did some of his best work for it — "Friendship," "The Summer Rain," "The Poet's Delay," in poetry; and in prose, characteristic pieces like "A Winter Walk" and "Natural History of Massachusetts." Other contributors and contributions scarcely less noteworthy helped to give the magazine variety, and to establish its high place of honor in American literature. A complete set of its sixteen quarterly numbers (July, 1840, to April, 1844) are to be found only among the rarest treasures of a few public and private libraries; and it is available to collectors mainly in reprints.

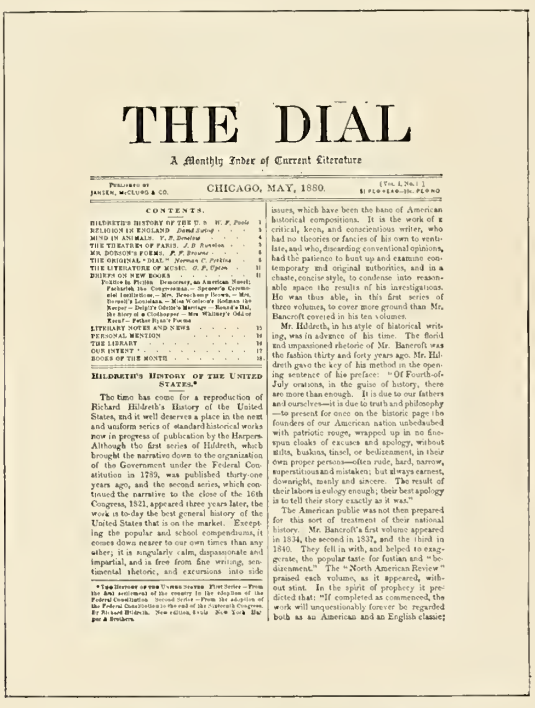
Forty years after the first number of this historic periodical was issued, a new periodical with the same name appeared — this time in Chicago, a place which hardly had an existence at the period of its historic namesake, and certainly with little signs of pretension in literary affairs. *The Dial: A Magazine for Literature, Philosophy, and Religion,* was the full title of and earlier periodical; *The Dial: A Monthly Review and Index of Current Literature,* of the second. The gap between the two was thirty-six years; and thirty additional years have now been spanned by the continuous and uninterrupted publication of the later journal. Begun in May, 1880, with Mr. Francis F. Browne as editor and chief contributor, *The Dial* was issued monthly for twelve years, and since then as a fortnightly. In all its thirty years it has never missed an issue; nor has its external form been materially changed — the same familiar heading and type-page that are here reproduced from its first issue appearing substantially in its latest. Its stability of management is something remarkable in the history

of journalism. Few, indeed, are the journals that have been conducted by the same man for so long a period; fewer still are those which, after thirty years, remain in the hands of their founder and first editor, who has conducted it continuously throughout that period, making the history of the journal in a peculiar sense the history of an individual.

Future historians of the intellectual development of America will perhaps find the most interesting fact of *The Dial's* career to be its location in Chicago — of all possible places the one seemingly least likely to produce a purely literary journal of national scope and influence. It was the same paradox — the triumph of the improbable and unexpected — that gave to the Columbian Exposition so large a part of its interest and significance. And the explanation is much the same for both cases: it was not Chicago merely — it was the development of a continent, the inevitable westward movement of the course of empire, of which Chicago was ordained by laws as simple as irresistible to be at once the product and the most vital expression.

The advance in civilization in a new and rapidly developing country naturally outstrips the growth in population; and this means an increased regard for the various agencies of culture, chief among which are books and the things relating to them. In the metropolis of this great and growing region, and identified with its higher development, *The Dial* has perhaps been able to exert a more direct and forceful influence than if emanating from the older seats of culture. The influence of such a journal in accrediting the potential civilization of a city supposed to be given wholly to sordid methods and material aims is also something to be taken into the account.

While the growth of *The Dial* has been coincident with that of Chicago and the great West, the journal has steadily avoided what was merely sectional or local. From the first, its appeal and its tone have been, in the best and widest sense, national. Its contributors have come from all



THE DIAL

A Monthly Index of Current Literature

PUBLISHED BY JANSEN, McCLURG & CO. CHICAGO, MAY, 1880. [VOL. I, NO. 1] $1 PER YEAR—10c. PER NO.

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HILDRETH'S HISTORY OF THE UNITED STATES.*

The time has come for a reproduction of Richard Hildreth's History of the United States, and it well deserves a place in the neat and uniform series of standard historical works now in progress of publication by the Harpers. Although the first series of Hildreth, which brought the narrative down to the organization of the Government under the Federal Constitution in 1789, was published thirty-one years ago, and the second series, which continued the narrative to the close of the 16th Congress, 1821, appeared three years later, the work is to-day the best general history of the United States that is on the market. Excepting the popular and school compendiums, it comes down nearer to our own times than any other, it is singularly calm, dispassionate and impartial, and is free from fine writing, sentimental rhetoric, and excursions into side issues, which have been the bane of American historical compositions. It is the work of a critical, keen, and conscientious writer, who had no theories or fancies of his own to ventilate, and who, discarding conventional opinions, had the patience to hunt up and examine contemporary and original authorities, and in a chaste, concise style, to condense into reasonable space the results of his investigations. He was thus able, in this first series of three volumes, to cover more ground than Mr. Bancroft covered in his ten volumes.

Mr. Hildreth, in his style of historical writing, was in advance of his time. The florid and impassioned rhetoric of Mr. Bancroft was the fashion thirty and forty years ago. Mr. Hildreth gave the key of his method in the opening sentence of his preface: "Of Fourth-of-July orations, in the praise of history, there are more than enough. It is due to our fathers and ourselves—it is due to truth and philosophy—to present for once on the historic page the founders of our American nation unbedaubed with patriotic rouge, wrapped up in no fine-spun cloaks of excuses and apology, without stilts, buskins, tinsel, or bedizenment, in their own proper persons—often rude, hard, narrow, superstitious and mistaken, but always earnest, downright, manly and sincere. The result of their labors is eulogy enough; their best apology is to tell their story exactly as it was."

The American public was not then prepared for this sort of treatment of their national history. Mr. Bancroft's first volume appeared in 1834, the second in 1837, and the third in 1840. They fell in with, and helped to exaggerate, the popular taste for fustian and "bedizenment." The "North American Review" praised each volume, as it appeared, without stint. In the spirit of prophecy it predicted that: "If completed as commenced, the work will unquestionably forever be regarded both as an American and an English classic;

* The History of the United States. First Series—From the first settlement of the country to the adoption of the Federal Constitution. Second Series—From the adoption of the Federal Constitution to the end of the Fourteenth Congress. By Richard Hildreth. New edition, 6 vols. New York: Harper & Brothers.

Reduced facsimile of first page of first number of *The Dial,* Chicago, 1880.

parts of the country, and included scholars from the leading Eastern universities as well as from the Western. Recognition of its work and rank in literature has been especially authoritative in the East, and abroad. Professor Barrett Wendell, of Harvard University, in his "Literary History of America," said: "*The Dial* seems at present the most unbiased and sensible organ of American criticism." And Sir Walter Besant, in London: "*The Dial* is sober, conscientious and scholarly; from every point of view unsurpassed by any other literary journal in America or England." With modest satisfaction at its record and achievement of thirty years, *The Dial* enters upon the fourth decade of its career in a spirit of hope and aspiration which can perhaps best be expressed in the words of its honored namesake, printed in its first issue seventy years ago: "Let it be such a Dial, not as the dead face of a clock, hardly even such as the Gnomon in a garden, but rather such a Dial as is the Garden itself, in whose leaves and flowers and fruits the suddenly awakened sleeper is instantly apprised, not what part of dead time but what state of life and growth is now arrived and arriving."

TRADE NOTES

Brief mention of men and events associated with the printing and allied industries will be published under this heading. Items for this department should be sent before the tenth day of the month.

To Check Postoffice Competition.

The Committee on Postoffices and Post Roads has reported favorably the bill introduced by Congressman Touvelle, of Ohio, which makes it unlawful for the Postoffice Department to print the name or address of a business firm on a stamped envelope. The strenuous campaign made by printers' organizations apparently has had an effect on the national lawmakers.

New Southern Incorporation.

The Mills Printing Company, Incorporated, Griffen, Georgia, is a new organization, which has been incorporated with $20,000 capital, all paid in, with the privilege of increasing its stock to $50,000. The new concern takes over the business of the Mills Printing Company, lithographers, printers and binders. Its officers are as follows: President, C. N. Mills; vice-president, A. J. Mills; secretary and treasurer, Harvey Mills.

Printers and Insurance.

The New York Master Printers' Association makes it a point to have some interesting subject discussed at each monthly meeting. At the last gathering lower insurance rates for printers occupied the minds of those present. Of course, the discussion was precipitated by an address by Alfred J. Ferris, secretary of the Graphic Arts Fire Insurance Company of Philadelphia, who spoke entertainingly and informingly on "Fire Insurance Problems of the Printing Trade."

Installs Printing-plant.

The Artcraft Company, Cleveland, Ohio, which formerly was known as the Central Engraving Company, recently installed a complete printing-plant in connection with its engraving department, and it is the plan of the company to specialize in high-grade catalogues and advertising matter. In addition to this, improvements have been made in the engraving and designing departments, making the plant complete for the production of all kinds of high-grade printing and engraving.

To Elect City and Town Printers.

A bill has been favorably reported by the printing committee of the Louisiana Legislature the purpose of which is to do away with cut-throat competition in bidding for public printing by country newspapers. Parishes, moderate-sized cities and towns are to elect a printer who shall own or represent some established newspaper in existence for a year preceding the last election. The contract is to be for one year, and the rates are fixed by the bill.

The Louisiana Press Association has indorsed the measure. Ex-President T. S. Jones, of the association, appeared before the printing committee and, among other things, said: "Where a newspaper becomes obnoxious



A PRINTER'S HOME.

Residence of A. W. Dimond, 1015 Eleventh avenue, Spokane, Washington.



A PRINTER'S HOME.

"Wyndtryst" — The home of A. G. Hinckley, one mile east of Spokane, Washington.



A PRINTER'S HOME.

"Pinenest" — The home of Mr. and Mrs. "Pica" Shafer, East 418 Twenty-sixth avenue, Spokane, Washington.



A PRINTER'S HOME.

Residence of N. J. Laumer, 2903 Boone avenue, Spokane, Washington.

to the best interests of the community, contentious and opposed to good public policy, it ought not to have the right to take the printing contract." This law putting the selection of the public printer up to the people looks good, but where the citizens of a municipality are overwhelmingly of one party, its aim may be defeated through partisan prejudice.

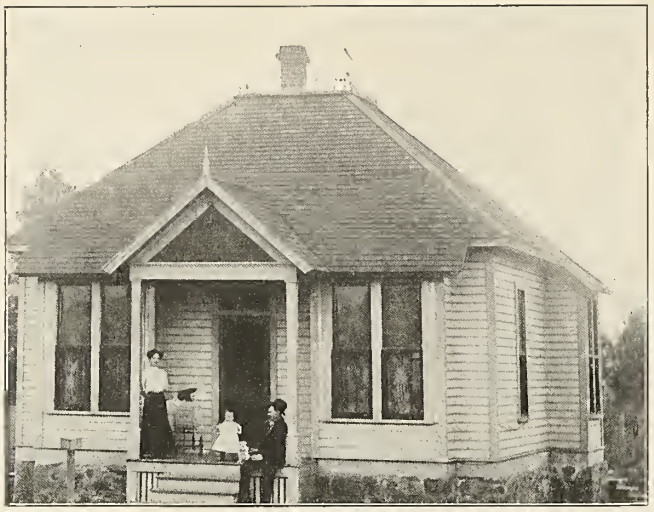
Papermakers Return to Work.

The long-drawn-out battle of the papermakers is ended. On the first of June over seven thousand workers who had been on strike for several months returned to work, as the result of an agreement reached between the representatives of the manufacturers and the organizations of employees. The strikers included machinists, electricians, engineers and steamfitters, in addition to the members of the International Brotherhood of Papermakers and the International Brotherhood of Pulp and Sulphate Workers.

All About Amsterdam.

In anticipation of the rush of visitors to Holland on the occasion of the coming International Exposition, at Brussels, Belgium, the Municipal Bureau of Statistics of the city of Amsterdam, through its chief, Dr. Ph. Falkenburg, has published an extremely interesting booklet of about a hundred pages, 5 by 7 inches, entitled "Amsterdam; Its Economical and Social Life; Its Sanitary and Philanthropic Institutions." The purpose of the book is well described in Doctor Falkenburg's preface: "In conformity with the desire expressed by the College of Burgomasters and Aldermen, the Municipal Bureau of Statistics has been charged with the elaboration of this little illustrated volume on the city of Amsterdam, the capital of the Netherlands. Thanks to the collaboration of the directors of the various municipal institutions, the Bureau of Statistics has been able to compile in the following pages information on the economic situation of the city, the life of its inhabitants, the measures taken in the interest of hygiene, and the public assistance and social regimen followed by the municipality."

This book is more than a mere guide to Amsterdam. It contains a large fund of useful and authentic information about the city which is of permanent value and is copiously illustrated by excellent half-tone engravings from photographs which, while small, are remarkably clear and very interesting. The back pages are devoted to a condensed practical guide to Amsterdam, edited by "*Le Syndicat d'Initiative d'Amsterdam Dénomme 't Koggeschip.*" This



A PRINTER'S HOME.

Residence of F. A. Bemis, 508 South Haven street, Spokane, Washington.

gives the addresses of the principal local banks, consulates, churches, vehicle and theater tariffs, places of interest, excursion routes, etc.

The booklet is printed wholly in the French language, and its mechanical work is excellent.

Disagreement at Denver.

It is reported that notice has been served on all of the job-printing employees of Denver, Colorado, by the local typographical union that on September 1 a general increase of twenty per cent will be made in the wage-scale. It is said that the employers have refused to grant the increase, stating that the lower scales in surrounding cities make it impossible to do so. The present scale for job-printers at Denver is $22 a week of forty-eight hours. The newspaper compositors will also ask an increase of twenty per cent.

Poster Printers to Protect Public.

"We will not print anything that a reputable newspaper or magazine would reject."

This declaration of the secretary of the National Poster Printers' Association, at the convention held by that organization in Cincinnati, Ohio, recently, was warmly applauded by members of the association, which is preparing to go on record as refusing to print posters that are an offense to decency. Managers of "shows" that absolutely have no merit and must depend upon the craving appetites of the licentious for patronage are likely to find it difficult, in the near future, to parade upon billboards the indecency of their productions. At least, it is to be hoped so, so far as the coöperation of the printer is concerned.

Honors to a Canadian Printer.

James Simpson, of Toronto, has received an appointment from the Canadian Government as a member of the Royal Commission on Industrial Training and Technical Education. Among the duties of the commission is an investigation of Canadian industrial conditions and their relation to technical instruction. After that the commission will investigate trade educational systems in the United States and principal European countries. Mr. Simpson has served several terms as president of Toronto Typographical Union and has always taken a deep interest in educational matters. He is an avowed Socialist, which is said to have prevented his promotion in Canadian trade-union circles, but though the regular nominee of his party Torontonians elected him a member of their Board of Education, of which he is now chairman. His latest appointment is looked upon as a "recognition of labor," but comes from an administration that is bitterly assailed by Mr. Simpson and his political comrades.

Baltimore Concern Expands.

The Durling Electric Company, manufacturer of starting and controlling apparatus for electric motors, Baltimore, Maryland, has been compelled through a rapid increase of business to enlarge its manufacturing facilities. The orders received by the company for flat-bed press controllers and rotary-press controls during the past five months exceed in volume the entire business of last year. Fifty per cent was recently added to the concern's floor-space, at 106 South Gay street, with about an equal addition to the shop force.

International Magazine.

At Scranton, Pennsylvania, preparations are under way for the launching of an international monthly magazine, to be printed in four different languages — English, German, French and Spanish. It will be known as the *International Review*, and is to be devoted to international commerce and transportation, finance and exchange, international law, tariff, diplomatic and consular reports, foreign travel, literature and education. D. C. Wright, Washington, D. C., and Morris Muscowitz, Scranton, are the promoters of the new enterprise. The editorial board will be headed by Mr. Muscowitz, as editor-in-chief.

"Preaching Printer" Dies at Brooklyn.

Born in Scotland ninety-four years ago, the Rev. Alexander Fraser Munro, known throughout England and America as "the preaching printer," died at Brooklyn, New York, recently. His work in the interest of workingmen, temperance and Sabbath observance was praised by Queen Victoria. In 1839 he presided at a meeting which established the first national typographical union in the British Isles. A short time after his arrival in this country he studied for the ministry and was ordained to preach by the



A PRINTER'S HOME.

Residence of R. C. Huber, Riverside, California.

Methodist church. His practical ideas about religion led him to establish an organization known as the Sunday Breakfast Association, where hungry and homeless men were given a good breakfast and invited to attend services.

To Experiment in Papermaking.

The lower house of Congress has adopted an amendment to the Sundry Civil Bill carrying an appropriation of $30,000 to be used by the Government, through the Secretary of Agriculture, in making experiments in papermaking. Plants and woods are to be tested, under the provisions of the bill, to ascertain their suitability for making paper. Representative Mann, of Illinois, who introduced the amendment, stated that the price of paper had recently risen in price from $2 to $4 a ton.

Arbitration Board Makes Awards.

The National Board of Arbitration, composed of three members of the Newspaper Publishers' Association and three members of the International Typographical Union, has made the following awards in newspaper-scale cases which have been under consideration by the board for some time: New York city, increase of $1 a week for composing-room workers and a reduction of one-half hour in the workday of the "lobster" shift; Jersey City, N. J., increase of $3 a week; Lynn, Mass., increase of $1.50 a week of forty-seven hours; Nashville, Tenn., increase of $1.50 a week.

Competition in Alphabet Design.

The "Augusta" Company, a national association of typefoundries and manufacturers of printing machinery, Turin, Italy, intending to commemorate the event of the International Exhibition of Industries and Labor of 1911, is holding a competition for the drawing of a typographic alphabet.

The competition is open to all, and the prizes are very attractive. The first prize is approximately $386, the second $96.50 and the third $48.25. In addition to this, the copy will purchase such additional alphabets as are available for its use.

The contest will close on March 31, 1911. The jury will consist of a bibliographer, an artist, a publisher, a printer and a representative of the company. Those interested may obtain complete information regarding the rules and regulations of the contest by addressing "Augusta," Corso Palermo 3, Turin, Italy.

New Secretary for Ben Franklin Club.

G. E. Wray, formerly manager of the Minneapolis Board of Trade, the Montreal Board of Trade, and recently editor of the *Master Printer*, of Philadelphia, has been elected to the secretaryship of the Ben Franklin Club, of Chicago, and the editorship of the *Ben Franklin Monthly*, succeeding Walter C. Kelley, who had been that club's secretary for more than a year. Mr. Wray has for ten years made a special study of ascertaining cost of production in printing, and is determined to spread his knowledge among the printers of the country. He is a conscientious and energetic worker and will undoubtedly render valuable service in the great work planned for the Ben Franklin Club in the near future.



A PRINTER'S HOME.

Residence of M. J. Westerfield, journeyman printer, Riverside, California.

New Lithographic Process.

A recent dispatch states that Sir Hubert von Herkomer, of London, England, the royal acadamician, has discovered a new process in lithography, which is said to be a reversal of the present system. The following description of the new process is given: "As to the lithographical discovery, that is practically a reversion of the style now employed. At present a certain kind of stone, when drawn upon by the greasy-ink pencil, bitten with acid, and then wetted, possesses the property of accepting printing-ink upon the drawn parts and rejecting it on the wetted parts. Therefore, if the stone on which the design has been drawn is inked and printed the facsimile of the drawing is printed off and each proof or print of it is as much an 'original'

or authographic design as an etching printed from a copperplate. By Herkomer's method, the stone is ground until it has a very fine surface and is then covered with greasy ink by dabbing it in. On this surface the design is sketched with a lead-pencil, and the background is gone over by a silver hatpin or a shading-pen. When the etching on the stone is completed, a proof is taken which, although the last stage of the old process, is the first on the new. Sir Herbert then dechemicalizes his stone and begins again, adding work to obtain all the effect or further modeling he pleases. The process of taking proofs continues until the artist is satisfied. The new method is said to possess amazing force and magnificent, velvety blacks."

Printer's Interest in Unfortunates.

R. H. Owen, who is a member of Typographical Union No. 80, Kansas City, Missouri, is the editor of the *Daily Bulletin*, the official paper of the police department of that city. In speaking of the work of the *Bulletin*, Editor Owen says, "It has been the direct means of rescuing unfortunates who, more frequently sinned against than sinning, would in their bewilderment and despair plunge deeper and deeper into the vortex of ruin but for the timely succor of some big-hearted blue-coat who, employing only such force as is necessary to rescue the unfortunate from her awful environment, restores her to home and loved ones."



A PRINTER'S HOME.

Residence of E. J. Drake, pressman, with the Pacific Press Publishing Association, Mountain View, California.

Kansas City Educational and Social Club.

We are under obligation to F. L. Starks, of the *Star* staff, for the following interesting information concerning the movement recently begun at Kansas City, Missouri, to bring the members of the allied printing crafts into closer social relations:

"Some one once said that 'all work and no play makes Jack a dull boy.' While there are few dull boys among the allied printing-trades craftsmen of Kansas City, Missouri, nevertheless the need of a meeting-place where members of the allied crafts could congregate for social and intellectual improvement and recreation has long been evident, and a handful of enthusiastic promoters organized, adopted a constitution and by-laws and made application for a charter from the Secretary of State for the Franklin Educational and Social Club, which was granted December 2, 1909, and immediately clubrooms were opened at 1114 McGee street, consisting of library-room, billiard-room, lunchroom, lounging-room, cardroom, buffet, etc. The reading-room has been equipped with mission oak furniture, and the nucleus for a library has been started by the selection of several volumes and good books and a large number of periodicals and magazines.

"The furniture scheme is all mission oak, and we hope to have in the near future as attractive and cozy a clubhouse as there is in the West. Self-supporting from the start, its success is even far greater than its most enthusiastic supporters had hoped. Its members include editors, printers, pressmen, binders — in fact, all allied craftsmen — and we believe its democracy will engender a stronger unionism and more friendly feeling, which will be very beneficial in a business way. Under its charter the object of the club is to promote mental, social and intellectual improvement and education of its members, to obtain a suitable place for social intercourse, debate and study, to establish a library and reading-room for its members, to study the technical art of printing, to relieve distress among members by acts of benevolence, and exercise all the rights, privileges and powers conferred on clubs in the State of Missouri.

"As there are several clubs established of a similar kind in other cities, we would be pleased to propose an associate membership, which would be of incalculable benefit to the members when visiting in other cities or where a change of residence is desired; and the officers will be pleased to correspond and answer any inquiries pertaining to associate membership or other club matters.

"The officers of the Franklin Club in Kansas City are

William F. Spang, president; T. J. Maloney, vice-president; W. A. Knight, secretary-treasurer, and a board of seven directors. Address Franklin Club, 1114 McGee street, Kansas City, Missouri."

Printing Graft in New York.

The commission appointed by Mayor Gaynor, of New York, last February, to investigate the cost of publishing the "City Record" and its several supplements, the cost of stationery and printing-supplies for the city, and the cost of advertising in the newspapers each year, made its report on June 13. The summary of the figures submitted by the commission makes it appear that the city was mulcted to the extent of $500,000 through contracts with one company and $300,000 in its advertising contracts. The report states that during Mayor McClellan's administration the cost of printing the "City Record" had increased at the rate of twenty per cent a year, the total cost to the city for the past year being $1,500,000. Mayor Gaynor has expressed satisfaction with the work of the commission, but at this writing had not indicated what action would be taken. Typographical Union No. 6 has asked the Mayor to give it a copy of the testimony turned over to him, so that it may ascertain if any of the organization's members are in any way responsible for the dishonesty uncovered, and it is said the Mayor has granted the request.

Australian Investigating American Printeries.

Edgar H. Peacock, of the Peacock Brothers' Printing Company, Melbourne, Australia, is making a tour of the world, and is at present in Chicago investigating the printing industries, cost systems, printers' associations, and systems of office appliances. Mr. Peacock attended a recent luncheon of the Ben Franklin Club, and, after being introduced by Secretary G. E. Wray as a fellow Britisher, spoke on the methods in vogue in Australia as to the settlement of strikes by arbitration. It seems that when a strike is threatened the workmen select five men, the employers select five men, and these men place themselves under government officials, who at once proceed to bring about a settlement. Usually this plan avoids all stoppage of work. At the same time the benefit is generally in favor of the workmen, who have nothing to lose and everything to gain by submitting their grievances to the arbitrators. Mr. Peacock instanced cases where compromises had been effected. He also mentioned some ridiculous prices for which printing was being sold in Australia. His concern has had a cost system in operation for some twelve years, and it goes without saying that this is one of the most successful printing-houses in Australia.

General Notes.

To-day's Magazine is in the hands of a receiver.

Jos. Dale, Columbia, Miss., has disposed of his business to J. S. Thornton.

The Hammond Printing Company, New York city, has sold out to Herbert C. Keefe.

The Shenango (Pa.) Printing Company has been purchased by S. D. Downs, of Greenfield, Pa.

Geo. W. Jacobs & Co., Philadelphia publishers, will erect a large building on Washington square, that city.

Fred C. Muller has disposed of his interests in the Globe Printing Company, Atlantic City, N. J., to his partner, W. M. Haslett.

Wm. H. Jones, a prominent printer at St. Louis, is a candidate for the Republican nomination for justice of the peace in the Eighth District of Missouri.

Three hundred printing-press machinists of Plainfield, N. J., went on strike June 3, after a refusal of employers to accede to a demand for an increase of wages.

The Brown-Cooper Printing Company is in bankruptcy at Streeter, Ill., according to report. This concern recently moved from Chicago and has a number of Linotype machines.

C. W. Post, the Battle Creek (Mich.) breakfast food manufacturer, has sued the Typographical *Journal* for $50,000 damages, on account of alleged libelous statements in its columns concerning himself and his foods.

George M. Stewart, dealer in printing and bookbinding machinery, Montreal, Quebec, has found it necessary to move into larger quarters on account of increase of business. His new location is at 92 McGill street.

Union printers at Washington, D. C., have passed resolutions declaring Congressman J. A. T. Hull, of Des Moines, Iowa, to be their stanch friend, and have indorsed him for reëlection. Congressman Hitchcock, of Nebraska, also was indorsed.

Resolutions were passed at the recent meeting of the Oklahoma Press Association condemning the Government for engaging in the job-printing business and commending the lower house of Congress for prohibiting competition of the Government in printing bids.

The Byrd Printing Company, Atlanta, Ga., is erecting a four-story building, which will cost $45,000 when completed. Every modern convenience will be installed for the equipment of an up-to-date printing plant. The top floor will be fitted up for offices for publishers wishing to be in close touch with their printer.

The case which has been pending before the United States Court of General Appraisers at New York for several months, to test the provisions of the tariff law governing the importation of pulp-wood and wood-pulp, was recently abandoned by the claimants, the Treasury Department having agreed to refund the amount of excess duties collected without trial.

Recent Incorporations.

Lancaster Publishing Company, Lancaster, Pa. Capital, $50,000.

Evening Traveler Company, Boston, Mass. Capital, $200,000. Incorporators: E. H. Baker, F. S. Baker.

Salesman's Magazine, New York. Capital, $100,000. Incorporators: R. Brown, P. Jones, A. S. Swenson.

The Progressive Thinker, Chicago, Ill. Capital, $25,000. Incorporators: R. D. Donovan, J. S. Condit, A. E. Marriott.

Industrial Press Company, Kansas City, Mo. Capital, $10,000. Incorporators: H. H. Peters, W. Bennick, J. Gibson.

Barton-Hobart Paper Company, Chicago, Ill. Capital, $10,000. Incorporators: W. J. Lacey, F. H. Culver, A. R. Gates.

Morning Star Company, Wilmington, Del. Capital, $200,000. Incorporators: F. M. Barnard, C. Forster, W. N. Davis.

The W. C. Hixson Company, Dallas, Tex. Capital, $10,000. Incorporators: W. C. Hixson, G. W. Ware, R. N. Beavers.

Traction Publishing Company, Springfield, Ill. Capital, $5,000. Incorporators: J. R. Hunter, L. T. Spellen, L. C. Pallin.

Curb Publishing Company, New York. Capital, $10,000. Incorporators: J. F. Starke, F. M. V. Miller, J. S. Burton.

Wage Earner Publishing Company, Portland, Me. Capital, $10,000. Incorporators: A. Seaver, E. H. Marks, B. D. Elliott.

Pioneer Paper Company, Pioneer, N. Y. Capital, $150,000. Incorporators: W. D. Loucks, G. G. Shieffelin, H. R. Gifford.

Herald-Advertiser Publishing Company, Dunkirk, N. Y. Capital, $40,000. Incorporators: D. F. Toomey, A. Toomey, G. E. Frey.

The El Reno American Company, El Reno, Okla. Capital, $25,000. Incorporators: E. E. Blake, G. G. Lewis, F. E. Rickey.

Maisel Company (general publishing), New York. Capital, $4,000. Incorporators: M. N. Maisel, B. Maisel, J. A. Maryson.

Caxton Society, Inc. (publishers), Pittsfield, Mass. Capital, $125,000. Incorporators: H. A. Holmes, H. J. Bridgman, I. Dreier.

Gross, Parsons & Hambleton, Louisville, Ky. Capital, $8,000. Incorporators: J. W. Gross, C. H. Parsons, W. V. Hambleton.

Commercial Journal Company, Chicago, Ill. Capital, $10,000. Incorporators: R. D. Keehn, A. M. Lawrence, H. M. Campbell.

The Democrat Printing Company, Durant, Okla. Capital, $10,000. Incorporators: C. W. Archibald, R. F. Storey, H. A. Carroll.

The Brandow Printing Company, Albany, N. Y. Capital, $100,000. Incorporators: H. C. Hallenbeck, A. S. Brandow, R. W. Brass.

McElroy Publishing Company, Chicago, Ill. Capital, $10,000. Incorporators: C. F. McElroy, J. F. Hayes, N. E. Ives, J. P. McDonald.

The El Paso Times Company, El Paso, Tex. Capital, $100,000. Incorporators: F. J. Feldman, C. G. Bayne, W. B. Latta, B. McFarland.

Amalgamated Printing & Publishing Company, New York. Capital, $25,000. Incorporators: W. W. Wilson, N. G. Wells, D. T. Gately.

Vulean Hard Fibre Company (to manufacture paper, etc.), East Orange, N. J. Capital, $100,000. Incorporators: J. S. Stubbs, D. A. Hills, M. A. Mutchler.

The Journal Publishing Company, Spartanburg, S. C. Capital, $50,000. Incorporators: C. H. Henry, H. L. Bomar, A. B. Calvert, A. H. Twitchell and others.

Schlau, Burnett & Co. (printing, publishing and engraving), Chicago, Ill. Capital, $10,000. Incorporators: H. R. Schlau, M. S. Burnett, S. B. Weinberger.

F. W. Dodge Company (general publishing), Chicago, Ill. Capital, $250,000. Incorporators: C. W. Sweet, F. W. Dodge, H. W. Desmond, F. T. Miller.

The Decatur Democrat Company (publishers), Decatur, Ill. Capital, $30,000. Incorporators: L. G. Ellingham, N. M. Ellingham, J. H. Heller, M. A. Heller.

Alvah Bushnell Company (electrotyping, printing, etc.), Camden, N. J. Capital, $25,000. Incorporators: A. Bushnell, A. N. Bushnell, Mrs. A. Bushnell Beistle.

Kelly & Wefer, Inc. (print, bind and deal in magazines, books, etc.), Brooklyn, N. Y. Capital, $50,000. Incorporators: E. J. Kelly, R. J. Kelly, C. J. Wefer.

Egensperger Printing Company, Cleveland, Ohio. Capital, $10,000. Incorporators: J. F. Egensperger, W. D. Cogan, F. C. Hood, J. H. Rademaker, J. C. Hamilton.

The Printers' Publishing Company, Oklahoma City, Okla. Capital, $25,000. Incorporators: C. Cranston, H. T. Cranston, E. T. Cranston, W. H. Martin, H. Francis.

Medical Research Corporation (to publish and distribute magazines, books, etc.), New York. Capital, $100,000. Incorporators: C. W. Wheelock, C. H. Rambousek, J. W. Hoey.

Coloroll Manufacturing Company (to manufacture multicolored rolls for printing on paper, etc.), East Orange, N. J. Capital, $300,000. Incorporators: A. von Buest, E. T. Heben, J. W. Krueger.

QUESTION BOX



This department is designed to furnish information, when available, to inquirers on subjects not properly coming within the scope of the various technical departments of this magazine. The publication of these queries will undoubtedly lead to a closer understanding of conditions in the trade.

All requests for information demanding a personal reply by mail should be accompanied by a self-addressed, stamped envelope.

Page Fountain-divider.

(626.) "Can you inform me as to who are the Chicago selling agents for the Page fountain-divider?" *Answer.*— American Type Founders Company.

Lithographic Signs on Metal.

(599.) "Will you kindly advise us of names of firms doing lithographic signwork on metal?" *Answer.*— Martin & Martin, 3005 Carroll avenue, Chicago, Illinois.

Book-publisbing Houses.

(685.) "Kindly inform me where I can secure a list of book-publishing houses throughout the country." *Answer.*— Typo Mercantile Agency, 160 Broadway, New York city.

Reliance Shelf-paper.

(594.) "Will you kindly give me the address of the manufacturers of Reliance shelf-paper?" *Answer.*— Reliance Shelf Paper Company, Philadelphia, Pennsylvania.

Binding-posts.

(631.) "Kindly give us information as to who are the manufacturers of binding-posts." *Answer.*— Rubel Loose Leaf Manufacturing Company, 314 West Superior street, Chicago.

Hebrew Type.

(604.) "Kindly inform me as to the makers of Hebrew type — type that points can be set up with." *Answer.*— All typefounders handle Hebrew type. It is made on the point system.

Chalk Plates for Cartoonists' Work.

(686.) "We will consider it a special favor if you can tell us where it is possible to procure chalk plates for cartoonists' work." *Answer.*— Hoke Engraving Plate Company, St. Louis, Missouri.

Dealers in Newspaper Properties.

(640.) "Do you know of a company that negotiates deals for newspaper properties?" *Answer.*— Harris-Dibble Company, 253 Broadway, New York; C. M. Palmer, 277 Broadway, New York.

Printing Palm-leaf Fans.

(598.) "How would one proceed to print palm-leaf fans?" *Answer.*— Have a rubber stamp made of the form, and print with bronze-blue ink. The type should be not less than fourteen-point Cheltenham or similar face.

Paraffin-coating Machine.

(660.) "We notice a description of a paraffin-coating machine in the May (1910) edition of THE INLAND PRINTER, and, as we are very much interested in a machine of this kind, would like to know the name of the manufacturer." *Answer.*— M. D. Knowlton Company, Rochester, New York.

Calendar Pads.

(639.) "Will you kindly give me the address of some Chicago or near-by dealers in calendar pads?" *Answer.*— Sullivan Printing Works Company, 1062 Gilbert avenue, Cincinnati, Ohio; Goes Lithographing Company, 226 La Salle street, Chicago.

List of Lithographers and Engravers.

(677.) "Do you have a list of firms in the country who do lithographing? We should also like to know where to secure a complete list of American engravers." *Answer.*— You may secure such lists from the Typo Mercantile Company, New York city.

Vacuum Cleaners for Type-cases.

(607.) "Some time ago I noticed a reference to the use of vacuum cleaners for type-cases. I would like the address of the maker of such a device." *Answer.*— The Duntley Manufacturing Company, 242 Michigan avenue, Chicago, make such a machine.

Cerotype Plates.

(657.) "Will you kindly furnish me with the addresses of several makers of cerotype plates, whom you know to do good work in their line?" *Answer.*— Globe Engraving & Electrotype Company, 415 Dearborn street, Chicago; Gatchel & Manning, Philadelphia.

Hand Printing-press.

(609.) "In reading over THE INLAND PRINTER for March I observed a cut of a little boy with a hand printing-press. Kindly give me the information as to who manufactures them." *Answer.*— The Sigwalt Manufacturing Company, 188 Madison street, Chicago, Illinois.

Indexing Machines.

(595.) "Can you supply us with the name and address of the makers of indexing machines for the purpose of cutting out front of catalogues for index?" *Answer.*— Latham Machinery Company, Chicago; J. L. Morrison Company, New York city; F. P. Rossback & Co., Benton Harbor, Michigan.

Rubber Stamps.

(605.) "Will you kindly inform me of the name and address of some reliable rubber-stamp house — dealers in vulcanizers, supplies, etc.?" *Answer.*— Barton Manufacturing Company, 338 Broadway, New York city; Pearre E. Crowl, 14 Clay street, Baltimore, Maryland; Safford Stamp Works, 150-154 Fifth avenue, Chicago.

Rubber-stamp Plants.

(602.) "Please give me the names and addresses of wholesale houses that supply rubber-stamp making plants, supplies and accessories." *Answer.*— Barton Manufacturing Company, New York city; Pearre E. Crowl, 14 Clay street, Baltimore, Maryland; J. F. W. Dorman Company, 526 North Calvert street, Baltimore, Maryland.

Photogravures.

(659) "I would like information as to where I can purchase photogravures or sepia prints in quantity lots." *Answer.*— Progressive Gravure Company, 102 Van Buren street, Chicago; Chicago Photogravure Company, 118-132 West Jackson boulevard, Chicago; Western Photogravure

Company, 922 E. Ravenswood Park, Chicago; A. W. Eisen, Boston; John Andrew & Son, Boston; O. H. Elliott Company, Philadelphia; Mezzo-Gravure Company, 167 William street, New York city; the Van Dyck Gravure Company, 186 West Fourth street, New York city.

Akrograph.

(683.) "Several years ago you published an article on the Akrograph engraving machine. I would appreciate it very much if you could direct me to a source through which I could secure further information concerning this machine." *Answer.*— Write to N. S. Amstutz, Route 4, Box 3, Valparaiso, Indiana, who is the inventor.

Embossed Cards for Fraternal Societies.

(632.) "Please let me know where blank cards with embossed fraternal-society emblems may be obtained; also, cuts for same." *Answer.*— Crescent Engraving Company, 341 South Clark street, and William Freund & Sons, 45 Randolph street, Chicago; also, all of the large paper houses. Cuts may be procured from any typefoundry.

Bronzing Machines.

(682.) "Will you kindly oblige us by furnishing the names and addresses of dealers in bronzing machines?" *Answer.*— Fuchs & Lang Manufacturing Company (manufacturers), New York city; United Printing Machinery Company, Boston, Massachusetts; Robert Mayer & Co., New York city; H. Heinze, Tribune building, New York city.

Paper Napkins.

(633.) "Will you kindly give us the names and addresses of firms printing advertisements on paper napkins?" *Answer.*— The Dennison Manufacturing Company, 26 Franklin street, Boston, Massachusetts, are the largest dealers in goods of this character in the United States. We are unable to give you the addresses of any other concerns doing this work.

Directory of Printers' Material Manufacturers.

(630.) "Will you kindly advise us where we can secure a catalogue or directory, giving list of firms who manufacture or make a specialty of various kinds of materials used by printers?" *Answer.*— We have no knowledge of such a directory having been published. However, R. L. Polk & Co., 127 Fifth avenue, Chicago, for a nominal charge, supply such a list to the trade.

Paper-box Board.

(656.) "Will you please refer me to paper manufacturers in the Western or Middle Western States who make paper-box board?" *Answer.*— Nelson Paper Company, Minneapolis, Minnesota; Waldorf Box Board Company, St. Paul, Minnesota; Chicago Coated Board Company, 545 North Water street, Chicago; Western Board & Paper Company, Kalamazoo, Michigan.

Buyers of Waste.

(664.) "We have repeatedly seen advertisements of waste-paper baling machines in your journal, but never any advertisements of buyers of waste. Could you give us the name of such a concern?" *Answer.*— Write to the Waste Trade Publishing Company, 136 Liberty street, New York, for a copy of *Waste Trade Journal*, which contains the advertisements of such buyers.

Odd-sized Envelopes.

(653.) "A few days ago I received from you a circular enclosed in an envelope 7½ by 3 15/16 — a size not found among regular commercial sizes. Will you kindly tell me if it was made by machine or hand, and where I can secure such stock?" *Answer.*— The envelope you refer to was made by Parker, Thomas & Tucker Paper Company, Sherman street, Chicago, and is machine-made. The Paper Mills Company, 319-327 Fifth avenue, Chicago, also have a machine for making this size envelope.

Practical School of Illustration.

(645.) "Would you kindly send me the address of a good practical school of illustration in Chicago?" *Answer.*— We have no knowledge of such an institution. Illustration is taught at the Chicago Art Institute, but the training is not practical. Engraving houses, so far as we know, are the only practical schools. The instruction at the Art Institute is given to evening as well as day classes.

Straightening Bent Matrices.

(675.) "Some time ago I saw an advertisement in, I think, THE INLAND PRINTER, advertising a small contrivance for the purpose of straightening bent matrices, particularly the teeth of same. Can you let me know where to procure same and at what price?" *Answer.*— The contrivance referred to is made by Perry E. Kent, 2582 Briggs avenue, Fordham station, New York city, and is sold for $10.

Envelope Machinery.

(680.) "Could you give me the addresses of manufacturers of envelope machinery?" *Answer.*— Cooley & Trevor Manufacturing Company, Hartford, Conn.; Lester & Wasley, Norwich, Conn.; Hopkinson Machine Works, Springfield, Mass.; Hobbs Manufacturing Company, Worcester, Mass.; Detroit Mailing Machine Company, Tower Court, Detroit, Mich.; Dietz Machine Works, 126 Fontain street, Philadelphia, Pa.

Printers' General Supplies.

(684.) "I am sending you a list of goods, for which I would like to have your lowest price." *Answer.*— The Inland Printer Company is not a dealer in printers' supplies. From any one of the following concerns you will be able to procure everything contained in your list: Western Type Foundry, Chicago; Challenge Machinery Company, Grand Haven, Michigan; R. Hoe & Co., New York city; American Type Founders Company, Chicago; Barnhart Brothers & Spindler, Chicago; A. F. Wanner & Co., Chicago; Driscoll & Fletcher, Buffalo, New York.

Embossed Floral Pieces.

(658.) "Can you inform me where I can buy cards of the character of the sample enclosed? Also what name are they called by?" *Answer.*— The sample-card submitted in your letter is a foreign product. Work of this character is not done in the United States. Joseph Koehler, 150 Park Row, New York city, is an extensive importer of all kinds of floral pieces, and is in a position to supply you with anything in this line. These cards are known as embossed floral pieces, and they come in large sheets. Raphael Tuck & Sons, London, England, are large manufacturers of stock of this nature.

History of Early Printing.

(663.) "I am wanting a good biography of Gutenberg and history of early printing. Would you kindly inform me where I could procure such publication?" *Answer.*— The best biography of Gutenberg and history of early printing of which we have knowledge is the work of Theodore L. De Vinne, entitled, "Invention of Printing." The book was published in 1878, and a limited number of copies are

for sale by the De Vinne Press, New York city; price, $4. The Grolier Club, New York, will soon publish a work entitled, "Notable Printers of Italy in the Fifteenth Century," with many new facsimiles of early types of full-page size, folio, $15. This work also touches upon typemaking and presswork.

Catalogue of Horse Cuts.

(661.) "Can you inform me of a house that has a catalogue of horse cuts?" *Answer.*— We have no knowledge of such a catalogue. You can procure stock cuts of horses from typefounders. The Western Newspaper Union, 552 W. Adams street, Chicago, also carry a large assortment of these cuts. For further information we would refer you to the *Drovers' Journal* and the *Breeders' Gazette* of Chicago.

Neutralizers for Printing-presses.

(681.) "Will you be good enough to give us the name and address of any one you know of who manufactures neutralizers for printing-presses?" *Answer.*— The United Printing Machinery Company, Boston, Massachusetts, makes the "Chapman" neutralizer. Electricity dispellers are made by the Kay-Kay Dispeller Company, 1322 Wabash avenue, Chicago, and the Indiana Chemical Company, Indianapolis, Indiana.

Color-plates for Printers' Blotters.

(635.) "What Chicago concerns make color-plates for printers' blotters?" *Answer.*— The Inland-Walton Engraving Company, 120 Sherman street, Chicago; Manz Engraving Company, 4015 East Ravenswood Park, Chicago; Globe Engraving & Electrotype Company, 415 Dearborn street, Chicago. These are a few of the well-known engravers. However, almost all engraving houses can supply you with color-plates for printers' blotters.

Swedge for Repairing Linotype Matrices.

(603.) "Will thank you for address of firm making matrix swedge for linotype matrices." *Answer.*— So far as we know, there is no concern manufacturing swedge for repairing linotype matrices. Two or three linotype machinists in different parts of the country invented and placed upon the market such a contrivance, but our information is that they were not practical. We have been unable to secure the addresses of these inventors.

Printers' Rollers or Composition.

(636.) "Could you give me addresses of manufacturers of printers' rollers or composition?" *Answer.*— American Printers' Roller & Composition Company, 180 South Clinton street, Chicago; Samuel Bingham's Son Manufacturing Company, 310 South Canal street, Chicago; Buckie Printers' Roller Company, 396 South Clark street, Chicago; Chicago Roller Company, 114 Sherman street, Chicago; Van Bibber Roller Company, Cincinnati, Ohio.

Automatic Feeders and Joh Presses.

(655.) "1. Can you advise me of any automatic sheet-feed devices for a platen press that is satisfactory on high-grade work? 2. Kindly give me the names of such automatic job-press manufacturers as you can." *Answer.*— 1. Tucker Feeder Company, 1 Madison avenue, New York city; The Miller Saw-Trimmer Company, Milwaukee, Wisconsin; Printers' Chase & Machinery Company, Chicago; Golding Manufacturing Company, Franklin, Massachusetts. 2. The following are manufacturers of automatic job presses: Frank Nossel, 38 Park Row, New York city; Auto Falcon & Waite Die Press Company, Limited, Chicago; Kidder Press Company, Dover, New Haven; Automatic Platen Press Company, New York city; Meisel Press & Manufacturing Company, Boston, Massachusetts; Casimir von Philip Company, Bethlehem, Pennsylvania; Kavmor Automatic Platen Press Company, New York city; H. Mindlin Manufacturing Company, Chicago; Automatic Printing Press Company, 167 Dearborn street, Chicago; Buffum Tool Company, Louisiana, Missouri; Cartwright Automatic Press Company, World building, New York city.

Envelope Machines.

(629.) "Can you give us the names of two or three firms who manufacture envelope machines?" *Answer.*— Cooley & Trevor Manufacturing Company, Hartford, Connecticut; Lester & Wasley, Norwich, Connecticut; Hopkinson Machine Works, 123 Taylor street, Springfield, Massachusetts; Hobbs Manufacturing Company, Worcester, Massachusetts; Detroit Mailing Machine Company, Tower Court, Detroit, Michigan; Dietz Machine Works, 126 Fontain street, Philadelphia.

Cuts.

(606.) "We are continually in need of some kind of small stock cuts of miscellaneous subjects. What firms make these and issue catalogues of them? Also, who makes a specialty of fine card, letter, note and bill head cuts?" *Answer.*— Small cuts of all kinds may be procured from the Hawtin Engraving Company, 147 Fifth avenue, Chicago. Fine card, letter, note and bill head cuts are kept in stock by Barnhart Brothers & Spindler and the Franklin Engraving Company, Chicago.

Cost of Small Job Office.

(627.) "How much would it cost to start a small job-printing shop?" *Answer.*—A small job-printing plant, intended for one of the larger cities, could be secured at a cost of about $300, consisting of the following items: One 8 by 12 Gordon, one 6 by 8 stone, one cabinet with about two dozen cases of assorted type, and a number of accessories. In a small town you possibly could establish a modest office for less money. By writing to any typefoundry more exact data would be secured.

Electrotyping Machinery.

(679.) "Will you kindly send me the names and addresses of firms handling electrotyping machinery and supplies?" *Answer.*— Morgan & Wilcox Manufacturing Company, Middletown, N. Y.; Williams-Lloyd Machine Company, Chicago; R. Hoe & Co., New York city; F. Wesel Manufacturing Company, New York city; Murray Machine Company, Kansas City, Mo.; F. A. Ringler & Co., New York city; National Steel & Copper Plate Company, Chicago; Driscoll & Fletcher, Buffalo, N. Y.

Gumming Machines.

(641.) "I remember seeing in your magazine some time back an advertisement of a gumming machine, and while I have looked for the number containing the advertisement, I can neither find it nor remember the name, though I think it was the Beck Paper Company. Will you kindly state as to who are the manufacturers of such a machine?" *Answer.*— Charles Beck Paper Company, 609 Chestnut street, Philadelphia, Pennsylvania; Black-Clawson Company, Hamilton, Ohio; Gay Machinery Company, New York city.

Didot System of Type Measurement.

(676.) "Please advise us if the 'Didot' system of type measurement is the same as what is known as French point, or that used in France, we presume." *Answer.*— De Vinne, in "The Practice of Typography," page 154,

states: "The point adopted by the United States Type Founders' Association is .0351+ centimeter. This deviates but little from the point devised in 1737 by Fournier, the true inventor of the point system. The point substituted by Amboise Firmin Didot is .0376+ centimeter," which is commonly known as the French point.

Flexible Overcast Sewing.

(600.) "Kindly inform us of what you know about the flexible overcast sewing for library books; also, if there is a machine used in connection with it." *Answer.*— Overcast sewing is simply the first and last sections whipstitched. There is no machine for doing this. Flexible sewing is nothing more than ordinary hand sewing, where each section is sewn on silk floss instead of twines. The indentations can be very shallow, causing the back to open up on the fold instead of the depth of the twines. Use a flexible glue for lining, and a very thin glue for rounding. You will then have the only flexible back that can be made.

The Offset Press.

(601.) "Do you know of any book that will give us some hints about offset presses, and especially about the method of making tin [zinc] plates?" *Answer.*— There are two valuable books published on the subject of metal-plate printing — "Metal Plate Printing," by W. C. Browne, and "Metallography," by Charles Harrap. Both books should be in the hands of those contemplating the installation of offset presses. The last-named book may be secured from the De Montfort Press, Leicester, England. Plates for offset presses are furnished in any thickness desired, and may be procured plain or prepared. There are a number of makers of these plates, so that a large variety may be chosen from. America leads the world in the manufacture of offset presses, with seven different manufacturing concerns, as follows: Fuchs & Lang, 29 Warren street, New York city; Harris Automatic Press Company, 315 Dearborn street, Chicago; R. Hoe & Co., 504-520 Grand street, New York city; Potter Printing Press Company, Plainfield, New Jersey; Walter Scott & Co., Plainfield, New Jersey; A. N. Kellogg Company, 409 Pearl street, New York city; the Hall Printing Press Company, Dunnellen, New Jersey.

Type-high Standards and the Point System.

(628.) "Would you kindly advise us of the various standards of type-height, other than American, and in what countries these are used? Also kindly give us the different standards of type measurement used in various countries." *Answer.*— English and American founders came to a practical agreement at the beginning of this century that the standard of height should be eleven-twelfths of an English inch. To be exact, the American standard is .918 inch. We have been informed, on reliable authority, that the French standard of height is .928 inch and that the German standard differs so that in filling an order for a German house it is necessary to ascertain the height of type used, as some German foundries cast type as high as .989 inch, that being the maximum. Concerning point systems, in France the Fournier and the Didot standards are in use in many offices, making it rather confusing when estimating matter in points. By the Fournier system 1,000 points are equal to 35 centimeters, as compared with the American system, in which 996 points equal 35 centimeters. The point used as a base for the Didot system is .0376 + centimeter. In comparison with the American point system the Didot shows a loss in the number of ems to a linear foot. By the American system three-point body runs 289.15 ems to the foot, while "body 3" of the Didot system runs 270.23 ems to the foot. In England the American point system and height of type are generally recognized, but not universally adopted. The greatest difference in height between English and American type, possibly, is not over .0005 inch.

Lithographic Engraving — Offset Process.

(662.) "Will you kindly let us have the address of concerns in Chicago and Cincinnati who do lithographic engraving for the trade; also, dates of THE INLAND PRINTER issues containing articles relating to the offset process?" *Answer.*— The following is a list of the leading lithographers in Chicago: The Clinton Company, South Clinton street, corner Van Buren; Edwards & Deutsch Lithographing Company, 2320 Wabash avenue; Goes Lithographing Company, 226 La Salle street; P. F. Pettibone Company, 178 Monroe street; Sherwood Lithograph Company, 465 East Thirtieth street. Write Ault & Wiborg, Cincinnati, Ohio, for a copy of short pamphlet on the offset process, and at the same time ask for names of Cincinnati lithographers who do work for the trade; they will gladly supply you with the information. You should also write Parker Process Company, 385 Dearborn street, Chicago, for their pamphlet on plates for offset presses. If you have the February, 1909, issue of THE INLAND PRINTER, you will find a leading article on the offset press. A number of references have been made to this press in subsequent issues of THE INLAND PRINTER. If you desire a list of manufacturers of offset presses, notify us and we will gladly furnish it.

CHICAGO EMPLOYING PRINTERS' ASSOCIATION.

At the annual meeting of this association, held on June 16, J. W. Hastie was reëlected president. On assuming the chair, after being dragooned into the service, Mr. Hastie directed attention to the necessity for an organization capable of dealing with the unions on all matters affecting employers. He said that labor unions would not down at the behest of capital, and it was simply a question of how to handle existing conditions in the most systematic and economical manner. During the year a satisfactory scale had been negotiated with the local typographical union, and he believed tentative provisions regarding apprentices was the beginning of a new era in local trade customs, which presaged the end of apprentices running from one shop to another, and the beginning of a period when employers would pay more attention to the welfare of the boys employed by them.

The other officers elected were C. S. Peterson as vice-president and E. F. Hamm as secretary-treasurer.

During the meeting the scale committee reported the results of conferences with Typographical Union No. 16 relative to the government of apprentices. The association made several minor amendments to the conference committee's proposition, but endorsed the general principles involved.

Notification of a desire for increased wages was submitted by Chicago Pressmen's Union, No. 3, and Franklin Feeders' Union. The demand was accompanied by requests for conferences, and President Hastie was authorized to appoint a committee for that purpose.

The Employing Printers' Association is composed exclusively of those employing union labor in one or more departments, and meets at the call of the president.

COST AND METHOD

The work that the American Printers' Cost Commission is doing in coöperation with the technical press does not make very much noise, as much of it is conducted through personal correspondence. Unification of practice may be far off, but it is sure to come if printers will coöperate loyally with the commission and discuss their problems in cost-finding with that body. The following letters will be found interesting in this connection, and may be the means of stimulating printers to compare their practices with those of others, write to the commission about their experiences and make suggestions, find fault or ask questions. But above all, keep the interest up by writing:

[COPY.]

The Inland Printer, Chicago, Illinois: GRIFFIN, GEORGIA.

GENTLEMEN,— Will you please advise us what we should charge per hour for presswork on 8 by 12 and 12 by 18 platen press; also on pony Miehle? We pay our pressfeeders $7 per week and pressman $15, and work ten hours. We run our machinery by electric motor.

Base your figures on an ordinary run of letter-heads and small work for jobbers; bookwork on pony. If you will give us this information at once we will appreciate the courtesy.

We enclose stamped envelope for your reply and would rather have you write us direct, as we are in need of the information.

Yours very truly,

THE MILLS PRINTING COMPANY.

[REPLY.]

The Mills Printing Company, Griffin, Georgia:

GENTLEMEN,— Replying to yours of April 8, presswork on an 8 by 12 platen press is worth $1 an hour and on a 12 by 18, $1.25; on a pony Miehle, $1.50.

Trusting this will be satisfactory, we are,

Yours very truly,

THE INLAND PRINTER,
A. H. McQuilkin, Editor.

[COPY.]

GRIFFIN, GEORGIA.

Inland Printer Company, 120 Sherman street, Chicago:

GENTLEMEN,— We are in receipt of your favor of the 18th, and thank you for the information given us.

Our scale is $15 per week for a pressman and $8 per week for a feeder; we work ten hours a day. Is the price given us in your letter including the profit for us and what per cent, or is it actual cost? We pay our compositors $15 per week. What should be the charge per hour for jobwork? We add twenty per cent to the cost of stock; is this enough? We certainly thank you for the information you have been giving us from time to time and will be under obligations if you will use the enclosed stamp in supplying us with the above information.

Yours very truly,

THE MILLS PRINTING COMPANY.

[REPLY.]

The Mills Printing Company, Griffin, Georgia:

GENTLEMEN,— The problems that you submit regarding cost accounting require careful consideration, and we are reluctant to take the entire responsibility of advising you without consultation. It appears to us from the nature of your inquiries that you should get your establishment in touch with the American Printers' Cost Commission. I have, therefore, taken the liberty of taking up your problems with Mr. J. A. Morgan, chairman of the Cost Commission, and we will get a report from him and send it to you, or he will forward it to you direct.

You can do a great deal in your district by stimulating other printers to consider the problems of cost accounting, thereby aiding the trade to get just returns for work.

Yours very truly,

A. H. MCQUILKIN, *Editor.*

Mills Printing Company:

GENTLEMEN,— We have your letter in which you state the scale of wages for pressman and feeder and the hours worked each day. The prices given you in our previous letter, we would state, are selling prices, based on average costs as obtained from a number of offices throughout different cities of the country and somewhat on the market prices prevailing in the different localities.

In the matter of the cost and selling price of stock, it has been found that the cost of handling stock amounts to from ten to twelve and one-half per cent. To this, of course, would be added a profit. In this connection, we believe it would be of value to you to read the Proceedings of the First International Cost Congress, held in Chicago, October 18, 19 and 20, 1909, copy of which may be obtained from the chairman of the American Printers' Cost Commission. You will find with this a set of resolutions as adopted by the Congress, of which we suggest your careful consideration.

Your query as to what your product actually costs you is one that no one but yourself can answer, and to determine this you should install a cost system, of course. All that the American Printers' Cost Commission, or the other organizations who are giving the matter of costs considerable study, are able to do for you is to state what the average costs are in the several different localities. In your own case, through lack of system, it would be possible for your costs to be much higher, as we find that one of the greatest benefits of a thorough cost-finding system is that it prevents leaks, and thereby reduces cost, so that, as we say, the only method by which you could know your own costs is to find them in your own plant through an efficient cost-finding system.

And we recommend, of course, the Standard Uniform Cost-finding System, prepared by the American Printers' Cost Commission, which we are informed is now ready for distribution and may be had on request to the chairman, J. A. Morgan, 11 South Water street, Chicago.

THE INLAND PRINTER,
A. H. McQuilkin, Editor.

[COPY.]

320 CLASSON AVENUE, BROOKLYN, NEW YORK, April 25, 1910.

Editor Inland Printer:

DEAR SIR,— Wishing to get authoritative answer to the enclosed question, a friend asks that I refer it to a prominent printing paper, and I beg to ask reply by return early mail, and the printing of this inquiry in as early issue as may be of THE INLAND PRINTER.

With thanks, yours sincerely, CLIFTON S. WADY.

[Enclosure with Mr. Wady's letter.]

BROOKLYN, NEW YORK, April 25, 1910.

DEAR MR. EDITOR,— Suppose that a plant were running with a sufficient crew to operate continuously from 8 o'clock Monday morning until 5 o'clock Saturday afternoon. What is the shortest time in which a fairly proper job could be printed and delivered on the following specifications:

Edition, 8,000.

Size of pages, 11 by 16.

Size of stock for press, 32 by 44, with an eight-page form, containing six pages of three-color half-tones.

Sheet to be worked and turned.

Cover and insert in the publication, the insides of which were furnished by the customer.

The estimate of time to include only the time required for presswork and binding on the eight-page sheet. K. HORTON.

[REPLY.]

Mr. Clifton S. Wady, 320 Classon Avenue, Brooklyn, New York:

MY DEAR MR. WADY,— We have submitted your favor of the 25th, concerning Mr. K. Horton's inquiry, to the American Cost Commission, and will give you report of their findings in a few days.

Yours very truly,

A. H. MCQUILKIN, *Editor.*

To the Editor of The Inland Printer:

As to the inquiry of Mr. Wady, I will state that I do not know how old Ann is and haven't the time to figure it out. Neither have I the time nor inclination to thrash out Mr. Wady's proposition. It is all that I can hope to do to answer such inquiries as come up in the matter of cost-finding as they relate to the Cost Commission. J. A. MORGAN,

Chairman, American Printers' Cost Commission.

CONSIDERATE.

"How do you tell bad eggs?" queried the young housewife.

"I never told any," replied the fresh grocery clerk, "but if I had anything to tell a bad egg, I'd break it gently." — *Christian Guardian.*

OBITUARY

Well-known Chicago Printer Dead.

Stephen G. Pitkin, for over half a century in the printing business at Chicago, died at his home, 55 West Schiller street, on Monday, March 7, at the age of seventy-six. Mr. Pitkin was the head of G. Pitkin & Co. He was a Mason and a Shriner, and the funeral services were conducted under the auspices of St. Bernard Commandery, the burial being in charge of Covenant Lodge, A. F. and A. M. Mrs. Pitkin survives her husband, as do several children and a sister living at Los Angeles, California.

Sir George Newnes.

Sir George Newnes, founder of the *Westminster Gazette*, *Tit-Bits* and the *Strand Magazine*, and donor of the international chess trophy bearing his name, died on June 9 in London. He was born March 13, 1851, and in early life was a traveling salesman or drummer. Being fond of desultory reading, he started a small paper, made up of items from books of all descriptions, for circulation among his fellow drummers. This proved so successful that he made it into *Tit-Bits*, which after five or six years be sold to a company for $2,500,000, still retaining a large interest in it himself. The *Strand Magazine* and his other publications were also very successful and gave him a fortune which has been estimated at $7,500,000. From 1885 to 1895 he sat in Parliament as a supporter of the Gladstone policies, representing the great sporting center of Newmarket. He was created a baronet in 1895. He arranged a number of international matches in chess between the United States and Great Britain and was president of the British Chess Club.

Eugene T. Curtis.

The Typothetæ, of Rochester, has lost one of its oldest members. Death claimed Eugene T. Curtis, president of the Union & Advertiser Company, on Saturday, May 7. Mr. Curtis had not been in good health for a long time, and last year made an extended trip to Europe, for the purpose of taking treatment and in the hope of building up physically. He returned much better, but by no means able to take the active part which he had always taken in the newspaper and printing world. Laterly, the extreme irregularity of his heart had made it dangerous for him to go very far away from his home; and during the last few weeks the attacks became so frequent that he fully realized the end was near, and was ready to welcome it.

The *Union and Advertiser* is an aggressive evening newspaper, Democratic in politics, established in 1826, and it has also operated for a great many years a general printing-plant. Just how long the company has been a member of the Rochester Typothetæ, we are unable to say, but the membership dates back many years, and the late Eugene T. Curtis has for the past ten years at least been an officer of the organization, and from 1901 to 1906 was elected and reëlected as its president. He always, up to last year, when he was in Europe, attended the annual conventions of the United Typothetæ of America, and could always be depended upon to throw the weight of his influence on the side of moderation in all matters between the Typothetæ and its employees.

In speaking of his death, the Rochester *Democrat and Chronicle* said: "The death of Eugene T. Curtis, president of the Rochester Union & Advertiser Company, which occurred yesterday morning, will be sadly deplored by the large body of citizens who knew and esteemed him — esteemed him because they knew him.

"He was born in Rochester sixty-six years ago, and, but for the time he spent elsewhere in college and the two years of his service in the Civil War, he always lived in this city. Here his energies expended themselves in our business and social life, and his character as a good citizen, a generous giver to every good cause that commended itself to his judgment, a genial and loyal friend and a promoter of good will, has made a wide and deep impression upon the life of our city."

And the *Herald* paid its respects to his memory partly in the following words: "Eugene T. Curtis during the greater part of his life held a large interest in the Union & Advertiser Company, and was for many years its president. He enjoyed the respect and cordial good will of the newspaper profession of Rochester. His bearing toward associates, employees and business rivals was courteous, generous and considerate. He had many old and warm friends, for he had lived his whole life in Rochester. He made many new friendships after he became active in newspaper publication, for he was a man of easy and agreeable manner, never difficult to please and always eager to be of service. Mr. Curtis took a warm interest in the development of Rochester. Many of the city's public enterprises owe much to his unselfish encouragement and assistance. In its social life he was prominent in his youth, and its charm for him did not fail with increasing years and cares."

On the day of his death, the Executive Committee of the Typothetæ of Rochester and the Executive Committee of the Graphic Arts Club met in special joint session and adopted the following letter of sympathy and recognition:

ROCHESTER, N. Y., May 9, 1910.

To the Family of the late Eugene T. Curtis and to the Union & Advertiser Company:

FELLOWS IN LOSS,— We learn of the passing of our friend and associate, Eugene T. Curtis, with mingled feelings of grief and joy: Grief for you and for ourselves who are left to feel the loss of his companionship and guiding; Joy for him who has for some time been living so close to the dividing veil that the hand of God at last closed upon his, and guided his footsteps into those inner courts where the mystery of life is solved, and God is all in all.

We have been associated with him in business for so many years, and have been so often steadied by his conservative counsel, and by his abounding charity toward his fellow men, that we have unconsciously come to be influenced in all the crises of our craft by that sympathy which at all times seemed to actuate him when endeavoring to solve the problems in which human nature was a factor.

And as the years go on, and new problems arise, although we shall miss his face, yet we shall feel his hand, because that quality of mercy which he possessed so well has left its impress upon our lives, and must continue to influence our judgment and actions. Thus the gentleness of his compassionate life will live on to the betterment of all those whose interests we are privileged to guard and to stimulate.

And so with you his family, and with you his coworkers in the conduct of an influential newspaper, we sympathize and glory; and feel encouraged by the consciousness that your lives, like ours, and your continued labor in the world will be the better for that life of his which, budding here, now blossoms in the eternal gardens of the King.

These are the sentiments of the Executive Committee of the Typothetæ of Rochester, and of the Executive Committee of the Graphic Arts Club, meeting in special joint session on Saturday, May 7, 1910, and to these I add my own earnest amen. WALTER J. PHILLIPS,

Secretary, Typothetæ of Rochester,
Secretary, Graphic Arts Club.

TO THE MEMORY OF JOHN ANDERSON.

The following tribute to the memory of John Anderson, editor and proprietor of the *Skandinaven*, Chicago, was delivered at the funeral services by the Rev. John G. Hancher:

The Norwegian type of manhood is sturdy, sometimes rugged, but always honest and true.

The men who sail on all waters, battle with waves and winds, overcome the rage of the storm king "on midnight seas" and carry the name of their God wherever they go, have a right to succeed anywhere and everywhere.

They have a will and energy of experience that may sometimes be overpowered but never yield to despair.

Norway's sons are found in the activities of life. To be drones is to deny their ancestry. To be unpatriotic is to be a rebel against men and against God. You will search in vain for the disloyal man among them; you will search in vain for the traitor among them; you will search in vain for the anarchist among them.

They love their adopted country as they loved the land of their birth, and they are loved and honored under the stars and stripes.

John Anderson was no exception to this manly type of manhood.

HIS EARLY LIFE.

He was born in Norway in 1836 and lived there until he was nine years old. Nine years will fill a boy's soul with memories he will never forget and will set a seal on his life that time itself can not destroy. His father came across the waters, to the land of large opportunity, and the boy at nine found himself in the country where poor boys had become famous.

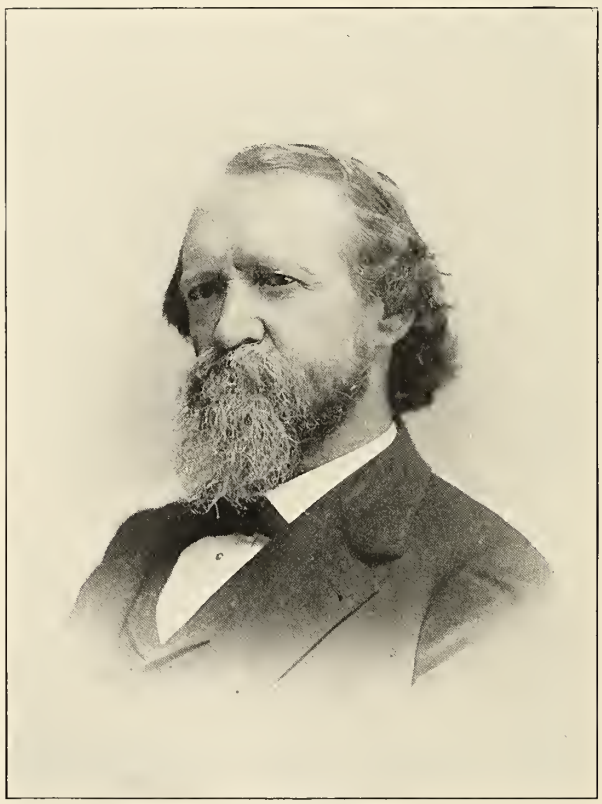
What dreams of achievement he must have had! But his dreams were darkened, for at the end of four years here his father found a grave.

At the age of thirteen the responsibilities of a home fell upon him — a home with a mother and baby sister to care for. His right arm was their hope for bread.

At the age of thirteen, when a boy ought to be at school, at the age the law now bars a boy from being employed — at the age of thirteen he had to face a serious problem. What will he do? Will he win?

We give our children too little responsibility early in life, and then wonder why they are inefficient later in life. Responsibility awakens and develops the best there is in a boy.

The boy carries papers. He works in a meat market. If he goes down, he'll go down at work. He delivers papers on a larger scale. He becomes a "printer's devil" — the one kind of a devil that develops into a man — a man of ideas — of sympathy.



JOHN ANDERSON.

He becomes a typesetter. What an education there is here. I've seen scores of men who were thus richly educated through their fingers and eyes. The printer's workshop is a great school.

Young Anderson grows in age and experience, and becomes "head man" of a department.

Four lines of manhood met and united in him — the manhood of husband, for he had to be husband to his mother; the manhood of father, for he had to be father to his little sister; the manhood of son and brother, for he was born to these. What can break the combination of these four lines of manhood? Poverty can not. Discouragements can not.

He saves the old home with the help of a capable and frugal mother. The boy that stands by his mother and his home in times of need God never lets go down.

In this struggle of his early life were seen the judgment, will, energy and moral cleanness that were to be mighty factors of a successful life.

"The boy was father to the man."

HIS LATER LIFE.

There comes a time when a division line is drawn in a man's life. This line was drawn in 1866, at the age of thirty, when Mr. Anderson "came to his own." Then it was he quit working for other men, and started working an enterprise of his own in the *Skandinaven*, which is said to have the largest circulation of any Norwegian newspaper in the world. Into this paper he put his will, energy and experience. How could it help being a success?

The great fire of 1871 swept over the very spot where we now are, and left waste and ruin in its wake.

John Anderson's plant in ashes! Will he fold his arms in despair? Will Norwegian will and energy reinforced by American opportunity and inspiration go down?

The smoke of the plant bent itself into crooked lines like a prophet setting type in the skies — and the reading was: "Out of the ashes of the old plant there'll come a greater plant," and how could the reading have been otherwise, for the prophet knew the soul of the *Skandinaven*.

The prophet was not false, for, Phœnixlike, out of the ashes, there rose a greater plant. It was a case of "Barriers burnt away."

John Anderson borrowed money and started in life again. Do you know what this means? This is where weaker men fail and never rally.

If the boy at thirteen did not despair on account of what death had done, surely the man at thirty-five will not despair on account of what the fire hath done.

The *Skandinaven* is a monument to the will and energy and hope of the man whose lips are forever hushed in death.

HIS PEOPLE.

Prosperity sometimes makes one forget his people. This man never forgot his people. Some years ago, when Norway was in want, and her cry came in broken sobs across the ocean, John Anderson heard that cry, and felt its meaning in his heart. Other men heard it with him. They did not say, "Be ye fed and be ye clothed." The *Skandinaven* and the Chicago *Daily News*, with others, raised a little less than $1,000,000, and sent every dollar of it with a "God speed" on a mission an angel might envy.

Crape will hang in many a heart when word reaches the old country that John Anderson is dead, for he was held in high esteem by peasants as well as by kings. Blessed is the man who is known and loved by the poor. Not only so, but a token of the King's high regard is in our midst to-day. Preceding the casket as we entered this church the Norwegian consul carried on a cushion a medal given Mr. Anderson by the good King Oscar, when he conferred on him the honor of the Order of St. Olaf.

His people in this country have been helped by him in many ways. Senator Nelson, of Minnesota, once said, if he had to point out the man who had done most to help and to educate his Norwegian brethren in this country, he would point to John Anderson.

Other people in want got help without having the blood of his people in their veins, for he loved the larger brotherhood of man.

HIS CITIZENSHIP.

His citizenship had a meaning. He was loyal to the flag and all it stood for. He defended what he believed to be right. He stood with his party when he believed his party to be right; he stood against the nominees of his party when his party nominated corrupt men. I've heard him say he could not vote for certain men, because they did not represent justice and righteousness among men.

He put right above party, and he believed in integrity in citizenship as well as in business.

Chicago is in great need of more citizens of this type.

HIS HOME.

You never know a man until you see him in his home. You might go to Washington city and spend ten months with the men who represent Illinois in the National Congress, but you'd get less real knowledge about them than ten days in their homes would give you. At home the real man is seen. Here is where our brother was known best and loved most.

Here is where the sweeter sweetness of his life gave itself out. Here is where his heart was. Here is where his influence was felt — the influ-

ence for good that lives in his children — the influence they will carry with them through life and up into the Eternal Home.

He put his brains into his business, but he put his heart into his home. A short time ago some one said to him, "Go South, where the climate will be better for you." "No," said he, "I can't leave the heart of my home. I want to stay here, and when I must die I want to die at home." Away from home he would have been restless, and those whom he loved most would have been in his thoughts by day and in his dreams by night, and the end would have come sooner. He lived to the last on his will and energy and died in the harness.

His custom was to go to the office every morning. He went there as late as last Monday, and worked all day Tuesday attending to his mail. Competent men had been placed at the heads of the departments of his paper, but he kept a general oversight.

How sweet to fall asleep at home!

How grand to be doing things up to the very end!

How glorious to go into the presence of the Eternal and there hear the echoes of life's last work die in His presence!

HIS GOD.

We are not laying to rest John Anderson, the Norwegian, nor John Anderson, the Norwegian-American. If that were all it would be little, indeed. We are laying to rest John Anderson, the Christian, for he had a God. To be without God is to be neither Norwegian nor American in the richest characteristics of both countries.

The Norwegians, before they heard of Christianity, had their God, but after they met the Son of God, henceforth the God of grace and love was their God.

On land and on sea, at home and abroad, in life and in death, the cross was their symbol and Jesus Christ their Savior.

John Anderson didn't hunt for a new God in the New World. The God of the home of his childhood, the God of his fathers, he found and worshiped here.

That is what that draped pew in the center of the church means. That is what the piano in the primary department of our Sunday-school means — where the soul of the giver touches the lives of little children every Sunday morning. That is what many other gifts to the church mean.

May the God he loved and worshiped comfort his bereaved wife, and guide and keep his heartbroken children until all the members of the old home here are gathered together and reunited in "The Better Land."

The Old Time Printers' Association recorded their appreciation of John Anderson's worth by the following resolutions:

IN MEMORIAM.

In the death of John Anderson, the Old-Time Printers' Association loses a member whose active interest in the organization began with its formation and ended only with his life. In the more than quarter of a century in which he was associated with our society, his influence for the advancement of our organization was greater than that of any other member, and as sorrowing comrades at his departure we hereby bear witness to his splendid type of manhood and to the admirable traits he possessed as a fellow craftsman in the printing art.

John Anderson was a man whose long life of sturdy uprightness and industry in this community made him one of Chicago's most valuable citizens, and, while mourning his departure with the keenest sorrow, we cherish as a precious memory the inspiring example of his useful career among us for more than threescore years. In his devotion to principle he was brave and courageous, and it came to the lot of few men in State or nation to have a field of influence for good so widespread as was that of John Anderson.

His fellow citizens recognized his uncompromising regard for truth, while both his native land and adopted country honored him with official dignity and public responsibility. In recognition of its loss as a fraternity, the Old-Time Printers' Association places upon its permanent records the following:

"*Resolved*, That in the death of Brother John Anderson, our association sustains an irreparable loss, and the city, State and country loses its best type of high-minded citizenship. That we tender to the bereaved widow our heartfelt sympathy in her hour of grief, and to the sorrowing children we extend our sincere condolence in the loss of an affectionate father.

"*Resolved*, That a copy of this memorial be transmitted to the family of Brother Anderson, and the same given to the press for publication.

"PETER B. OLSEN,
"WILLIAM MILL,
"M. H. MADDEN,
"*Committee.*"

LIFE.

To complain that life has no joys while there is a single creature whom we can relieve by our bounty, assist by our counsels, or enliven by our presence, is to lament the loss of that which we possess, and is just as rational as to die of thirst with the cup in our hands.— *Fitzosborne.*

BOOK REVIEW



This department is designed particularly for the review of technical publications pertaining to the printing industry. The Inland Printer Company will receive and transmit orders for any book or publication. A list of technical books kept in stock will be found in the advertising pages.

"Metal Plate Printing."

"Metal Plate Printing," published by the *National Lithographer*, 150 Nassau street, New York, is a comprehensive and practical little volume of 184 pages, which describes the technicalities of lithographing, beginning with the metal plate, so that any one who can read simple English will understand the process. It is designed mainly to give the fullest information on the processes connected with the offset press. Its publishers offer it as the best text-book on this subject yet printed. Price, $2. The Inland Printer Company.

"Jahrbuch fuer das Lithographische Gewerbe, 1910."

This is Volume 10 of a well-edited series of year-books devoted to lithography, and its 224 pages give space to over thirty excellent treatises, by experienced craftsmen, on various details of the art, all calculated to keep their fellow practitioners up to date therein. The volume abounds in well-executed specimens of lithography, supplied by way of inserts. The reading-matter is in German, but as a large proportion of our lithographers are Germans, this should not prevent this year-book being a welcome addition to their libraries of technical works. Published by Carl Kluth, Karlsruhe, Baden. Price, in paper covers, 1.25 marks.

"The Business Man's Pocketbook."

"The Business Man's Pocketbook," second edition, published by the International Correspondence Schools, of Scranton, gives in a condensed and clear form the ready-reference information needed in successful commercial practice. It covers a wide variety of subjects, embracing in the scope of a volume small enough to be carried in the pocket all the commoner subjects and many unusual ones. Prominent among the subjects treated are Card Systems, Business Forms, Business Law, Bookkeeping, Money and the Money Market, and Publicity. The last named subject comprises matters of interest to the merchant and business man on advertising, illustrations, signs and show-cards and window dressing. A very helpful book for business people.

"The Journal of American History."

The publishers of *The Journal of American History*, Meriden, Connecticut, have a worthy educational design, which is not satisfactorily executed in the American Progress number just issued — the first book of the fourth year. The mechanical make-up does not carry out its ambition to be an "art edition"; the printing shows inferior press-work, careless proofreading, and the engravings and colored plates are poorly reproduced. The text is better; it is well written, the topics for the articles are timely and the contributors people of authority. As an offset to the errors, however, is the evidence of a very real desire to give service at a reasonable price to that portion of the American public interested in the families, homes and customs of past and

present America. Sold by subscription, 75 cents a copy, $3 annually for four books issued quarterly. Size, 8⅛ by 11, paper bound, and the cover is ornamented with a heraldic device in colors.

"The Art and Practice of Typography."

In "The Art and Practice of Typography," by Edmund G. Gress, one finds a book of unusual interest to those who have to do, in any manner whatever, with typography. It is, however, particularly valuable to the job-printer, as it deals directly with commercial work.

Beginning with the written book, preceding the invention of printing, it deals in an entertaining and comprehensive manner with the origin of typography, the spread of typography and other historical features which the printer should know but rarely does. Following this are chapters on type-design, harmony, proportion, etc., dealing especially with examples of commercial work. Of this class of printing the examples are numerous and excellent — 700 reproductions of the work of America's best typographers being shown, besides 125 arrangements designed especially for the book.

"The Art and Practice of Typography" is printed throughout in colors, has numerous special inserts on colored stocks, and furnishes to the ambitious job-printer a most complete reference-book of the prevailing ideas of American typography. The book is a rearrangement of the excellent series of articles which Mr. Gress has written for *The American Printer* during the past two years. It is 9½ by 12½ inches in size, contains in the neighborhood of two hundred pages, and is bound attractively in cloth, with artistic labels.

The book is listed at $5, and may be procured of The Inland Printer Company.

Of Interest to Photographers.

The "Wellcome" Photographic Exposure Record and Diary for 1910 has just been issued. This handy little volume has steadily grown in favor with amateurs and professionals alike, on account of the large fund of practical information which it contains in a small space. One of the features which will appeal immediately to the nonprofessional worker is the system of determining exposures, under every conceivable condition of light and subject. So carefully have the tables been worked out that, if the photographer follows the instructions given in the article on exposure, his exposures will be correct, and, if the exposures are developed according to the directions set forth, a normal negative will result. An ingenious mechanical exposure calculator is attached to the inside back cover of the book, where it can not be broken or mislaid. This device is entirely trustworthy, and, in connection with the tables given, shows the correct exposure for any subject at any time of the day or year, in any part of the world.

Other divisions of the book treat of the correct factors for plates and bromid papers, diary, memoranda and exposure record pages, developers for all purposes, development by all methods, lantern-slide making, contact-printing by artificial light, the ozobrome process, colors by simple development, color effects by staining, speeds of bromid papers, etc. Several pages are devoted to general information, especially useful to photographers, the subject of exposure being brought completely up to date in the light of recent investigation and experiment.

The "Wellcome" Exposure Record and Diary is intended for the pocket — not the bookshelf. It measures 3¼ by 5½ inches, is gilt edged and bound substantially in smooth cloth, forming a very dainty appearance. For the convenience of photographers in different parts of the world, three editions have been issued, namely: Northern hemisphere, bound in light green; Southern hemisphere, dark green, and United States of America, bright red. Care should be taken, when ordering, to specify which edition is required. Price, 50 cents, postage paid. For sale by The Inland Printer Company.

A New Book on Lettering.

"The Essentials of Lettering," a manual for students and designers, by Thomas E. French and Robert Meiklejohn, will prove of much interest to the designer and draftsman. It contains nine chapters, dealing with Historical Outline, Construction of Letters, Composition, Selection of Styles, Letters in Design, Design and Composition, Monograms, Ciphers and Marks, Drawing for Reproduction, and Bibliography. The chapters on the formation and composition of letters are interesting and instructive, while the chapters on letters in design, monograms, etc., are fully illustrated with many examples of the best lettering and decorative design.

It is a convenient and practical book, giving good working forms of the different styles, with sufficient historical reference and examples to show their appropriate uses.

The book is 9 by 6¼ inches in size, cloth bound, 72 pages, and may be had of The Inland Printer Company for $1.

The American Newspaper Annual and Directory.

For the thirtieth year this comprehensive review of the newspaper and magazine field is presented by this publication. To the publishers of this country and to those having dealings with them this work is most useful. The facts and figures pertaining to each publication are presented in a condensed and get-at-able form.

An unusual feature of this volume is that it combines the Newspaper Directory, long published by George P. Rowell. Mr. Rowell was the first to compile such a work, and for forty years he issued it in the interest of publishers and advertisers. Following his death, the Directory, with its records, copyrights and property, was sold to N. W. Ayer & Son, who have now combined it with their own work.

As heretofore, special attention has been given to the important matter of circulation figures. Where satisfactorily signed or sworn statements have been made, these figures are presented; otherwise, the editor of the Annual has estimated the circulation from facts at his command.

Supplementary to the general catalogue are lists of daily papers, magazines, women's publications, mail-order publications, agricultural and religious papers, together with groupings of publications pertaining to various classes and trades. As an illustration of the up-to-date character of this section we notice a list of publications pertaining to the manufacture and exhibition of moving pictures.

The Annual and Directory likewise presents a vast amount of up-to-date gazetteer information showing the transportation, banking and other facilities of every town in which a newspaper is published, together with references to its leading industries and characteristics. This feature is supplemented by a specially prepared map of each State, showing every newspaper town. Convenience and conciseness have been carefully studied throughout, and the book places at the disposal of publishers, of advertisers, of business men, of students, librarians, etc., a vast amount of fresh information not elsewhere to be procured.

Royal octavo, 1362 pages, cloth, $5 net, carriage extra. Postage, 60 cents. Published by N. W. Ayer & Son, advertising agents, Philadelphia.

COMING INTERNATIONAL COST CONGRESS.

It has been decided that the next International Cost Congress will meet some time in September or October, dependent largely on the place selected. It is understood that two or three cities are anxious to secure the meeting, but the commission has not as yet come to any decision.

Some friends of the cost congress say they would regret to see it held in Chicago, for the reason that they believe no little part of the usefulness of such a meeting is due to the educational effect it has on a contiguous printing territory. If it is held in the Middle West, argue these people, quite a number of those who attended the first convention will be at the next one, while other printers at a distance who are yearning to know more about the congress and its work will be, through stress of circumstance, deprived of the opportunity of getting in personal touch with the men who know so much about costs and, therefore, are especially capable of interesting and enthusing the uninitiated. There is undoubtedly merit in this contention, and it is thought that printers who know costs will be keen to have the convention held in their neighborhood, for the moral effect it will have on the local trade. Apart altogether from the educational effect of such a meeting, it doubtless will be the greatest session of employing printers ever held, for the indications are that, no matter what city gets the convention, there will be a larger attendance than there was in Chicago last October, and that was a record-breaker.

Speaking of the purpose of the congress, Mr. J. A. Morgan, chairman of the commission, said it was the very best means yet devised of awakening interest in the necessity of ascertaining costs and securing profits in the printing business. The commission especially aims to standardize methods, and that it is doing good work is proved not only by the large number of requests received for systems from American printers, but from Canadians, Mexicans and even British craftsmen. One well-known English firm is so impressed with the work of the commission that it volunteers to make a contribution to its funds as a token of the firm's appreciation of the benefits bestowed on the trade.

The United Typothetæ at its recent convention adopted a resolution indorsing the commission's work, as has the Ben Franklin Club of Chicago — examples that will be followed by many trade organizations, if the written word of their active members is any indication of future action. The commission is loaded with work, but the active members are not complaining, as they believe the demands on their time portend the wholesale standardization of printing-office methods within a marvelously short time.

"JOYS OF THE PRESS."

Miss A. Louise Babbage, "the sweetheart of the Kentucky Press Association," has been at pains to collect from members of the Kentucky press sentiments toward their calling, and has published the collection in a neat brochure with a rose-colored cover, printed in gold and tied with a pink string. It is very appropriate to the contents, Louise, and may —— well, we are from the North of Ireland and not from Kentuck, and the sentiments that we feel for you, Louise, in reading your little book, can only be expressed by the gallantry of your State. The "Joys of the Press" can be obtained by any chivalrous son of the pen by sending 15 cents to Miss Louise Babbage, the *Breckenridge News*, Cloverport, Kentucky. We forgot to say the book was compiled in honor of the father of Louise, the Hon. John D. Babbage.

BUSINESS NOTICES

This department is exclusively for paid business announcements of advertisers, and for paid descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Responsibility for all statements published hereunder rests with the advertiser solely.

A GROWING BUSINESS.

The steady growth of the Western business of the American Steel & Copper Plate Company, New York city, has made it necessary for this concern to move its Chicago branch into larger quarters. Its office formerly was located at 358 Dearborn street. The new location is at 114-120 Federal street, in the Borland fireproof building, where double the floor-space and much improved facilities for meeting the requirements of the engraving trade have been secured. New machinery also has been added and a larger stock is carried.

NEW PACIFIC COAST FIRM.

Announcement has been made of the formation of a new San Francisco firm to deal in printing, bookbinding and lithographing machinery. The members of the new concern are Harry W. Brintall and E. C. Bickford. Mr. Brintall is well-known as the Pacific coast representative of the Dexter Folder Company, the Potter Printing Press Company and other lines of machinery. Mr. Bickford has a wide acquaintance in the trade as the former Pacific coast representative of the Seybold Machine Company, of Dayton, Ohio. Brintall & Bickford have adopted as their watchwords, "quality, reliability and service," and THE INLAND PRINTER extends to them its well wishes for a successful business career.

CUSTOMERS HARD TO PLEASE.

A manufacturer who allows his competitors to furnish him with ideas once wrote to F. Wesel, "Thank heaven, I have not got such a particular class of customers as you have." That was one of the best testimonials the F. Wesel Manufacturing Company ever received, for that company prides itself on having met successfully for thirty years the exacting demands of the most particular printers in the world — those at the top in output and quality, who demand maximum plant efficiency. The F. Wesel Manufacturing Company manufactures for the complete printing establishment — letterpress, engraving, electrotyping or stereotyping. It is the one house in the world that comes nearest to being the printers' universal provider. This company issues a number of special catalogues, a list of which will be found on page 622.

NEW CLEVELAND FOLDING MACHINE.

A machine that is sold on an unconditional guarantee to do its work satisfactorily, and which is installed on thirty days' free trial, would seem to be a safe investment. This is the backing given by the makers to the new Cleveland Folding Machine, which is said to do quicker work by fifty per cent than any similar device, and the absence of tapes,

knives, cams or changeable gears is a strong point in its favor. The machine is especially designed for catalogues, pamphlets, booklets and circulars, and makes an infinite variety of folds, on stock of any reasonable thickness, and does not need an expert either to run or adjust it. It weighs nine hundred pounds and requires one-half-horse-power to operate.

The list of advantages embodied in the new folder is a long one, but the makers have covered these points in a concise circular, which will be sent together with a complete set of sample folds, valuable to any printer, by addressing the Cleveland Folding Machine Company, Wade building, Cleveland, Ohio.

GIVING CUTS A LONG LIFE.

The demonstration of the wearing qualities imparted to half-tone cuts by the Patent Metallic Overlay, in the advertisement of Gilbert, Harris & Co., in this issue of THE INLAND PRINTER, is as unusual as it is convincing. The quality imparted to printing by this overlay, its time saving and material saving, make it an imperative necessity to the progressive printer. *A dollar saved is a dollar twice earned.* The Metallic Overlay saves many dollars. Write to Gilbert, Harris & Co., 158-164 East Harrison street, Chicago, for particulars.

LINOTYPE TABULAR COMPOSITION.

An interesting exhibit of tabular composition executed by the Lino-Tabler System is given in the advertisement of the Lino-Tabler Company in this issue of THE INLAND PRINTER. The exhibit is in the form of a full-page railroad tariff. It was set on two slugs and leaded with thirty-seven-em leads. The time of composition is given in the advertisement. The company is now installing its system in a number of establishments. Printers interested will be supplied with details of the system on request. Address the Chicago Lino-Tabler Company, 120-130 Sherman street, Chicago.

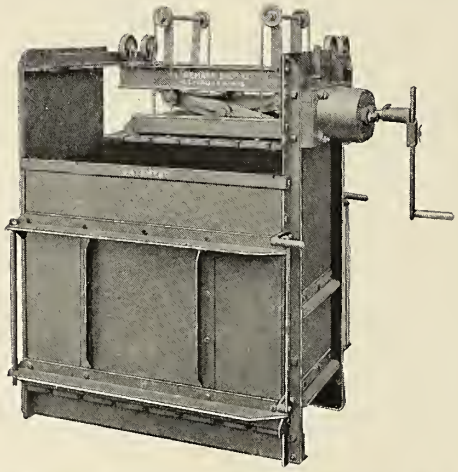
A NEW SPECIMEN-BOOK FROM THE SIGMUND ULLMAN COMPANY.

The specimen-book of cover-inks recently issued by the Sigmund Ullman Company, to demonstrate the effectiveness of its line of inks specially made for use on hard papers, is a very attractive piece of printing, and illustrates in an excellent manner the admirable qualities of these inks. Printed in a wide variety of color combinations on different colors of stock and from special designs, it makes a valuable help to the printer in the selection of harmonious and pleasing combinations. The cover is a handsome piece of lettering and design.

SMALL BALING PRESSES FOR PAPER WASTE.

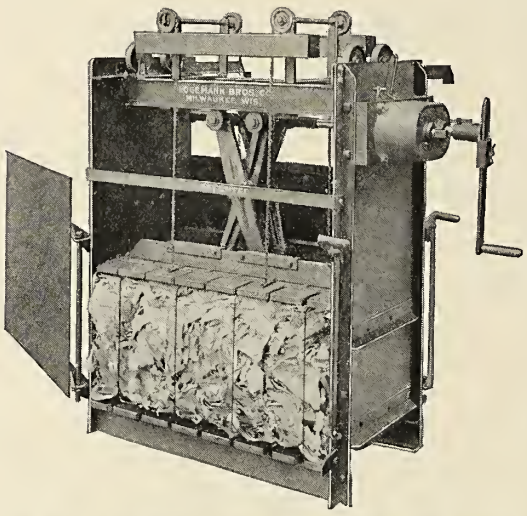
The printer, lithographer or stationer who allows his paper waste to be destroyed, or thrown away by careless employees, makes a serious and expensive blunder. Almost as great a mistake is made by the printer who allows the waste to accumulate in corners of the basement, or to be packed loosely in sacks. Both methods are an ever-present source of risk from fire. In baled form this waste paper will hardly burn at all, and if the baling press is of metal the danger is nearly wholly removed. A new baling press, made entirely of steel, small and compact, very easily operated by hand power, and at moderate cost, is illustrated herewith. It is especially designed for the small printer, lithographer or for any business where scrap-paper or trimmings are produced, and if regularly used will soon repay its first cost by the increased revenue from the sale of baled waste, which always brings a better price from the paper-mills than when the paper is delivered in sacks.

These presses are very powerful and will compress a large quantity of waste paper into a small compact bale. These bales are then stored in any convenient, dry place until enough have accumulated to make a carload lot, when



The steel hopper is reinforced by stout angle-iron, and the powerful pressure mechanism is applied by the crank at the right. The waste is deposited in the opening at the top.

they may be shipped to the nearest paper-mill by freight at a good profit. The operation of this baling machine is very simple. A strong boy can do the work conveniently. The waste is collected daily, and deposited directly into the steel hopper, which is provided with channels for the reception of lengths of baling wire. The pressure is then



The door of the hopper is swung open to show the method of adjusting the baling wires. Constant pressure is kept on the waste until enough is deposited to fill the hopper and make a bale.

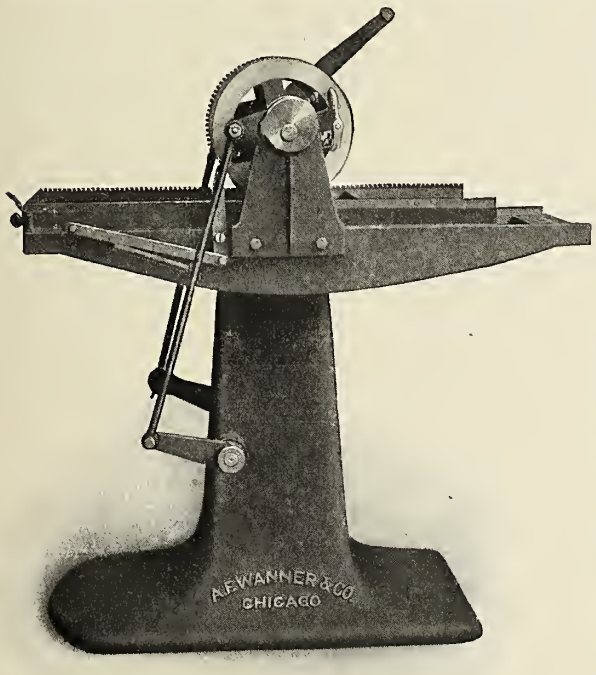
applied by turning a handle, and when the hopper has been filled to its capacity the ends of wire are fastened, and the bale is ready for storage or shipment.

In the larger plants power balers are usually employed, but the press illustrated herewith is especially adapted to the smaller shops, for no matter how small an amount of waste paper accumulates, it can all be saved, and a steady

income derived from its sale. They are made by Logemann Brothers Company, Milwaukee, Wisconsin, and are built in a large variety of styles and sizes suitable for all requirements. They may be operated by hand, by belt transmission or by electric or hydraulic power, and are extremely durable. They occupy but a small floor-space and are regarded as indispensable by practically every one who has used them.

THE POTTER PROOF PRESS.

The Potter Proof Press, which applies the principles of a cylinder press to proof-taking, takes all the knack out of proving and makes it possible for any one to take a good, even proof in less time than by the usual process. This is a most important saving in marking proofs for suspected imperfect letters. The cylinder of the press is fitted with grippers, has steel rods to hold the draw-sheet, and is provided with trip to throw the cylinder off the impression — a most desirable feature where register proofs are being



THE POTTER PROOF PRESS.

taken. The bed, which travels back and forth under the cylinder, has a continuous register rack, which is engaged by the cylinder gear. The press is built in two sizes: bed 10 by 25 inches, and bed 16½ by 25 inches. For further particulars and prices address the agents, A. F. Wanner & Co., 342 Dearborn street, Chicago.

NATIONAL AUTOMATIC PROOF PRESS.

The broad claim is made for this new press that it will accomplish results not attained by any other proof press for its particular work, namely, in newspaper offices, publishing houses, typesetting plants and printing-offices using two or more composing-machines. It can also be used in job-offices for taking proofs of ordinary forms up to 8½ inches wide.

The new press is wholly automatic. The paper is fed from a roll, with adjustments regulating the tension and feed of the paper, so that there is no waste. After the proof is taken, the paper is automatically cut to any desired length. In the self-inking fountain, the ink is distributed over a series of steel and composition rollers, vibrating and oscillating, insuring the right amount of color on the form as well as preventing ink waste. The galley is inked in both the forward and backward movement. The impression is remarkably clean and even, as there are no adjusting springs nor tipping of the cylinder, and no matter whether the form is placed in the center or the extreme sides of the bed, a uniform impression is assured. A variety of impressions can be taken by the employment of an adjusting lever working in harmony with the impression cylinder, which rises automatically to a sufficient height to clear the type before its return to the starting point. The blanket is securely stretched and fastened on the cylinder, and by an ingenious arrangement can be removed and a new one substituted in a few moments without taking down the machine.

While the stock is normally fed from a roll, a proof can be taken on flat stock by disengaging the roll of paper from the feed and removing the form roller. Ink of a different color from that in the fountain may be used by removing the form roller and using the brayer. The makers claim that seventy different galleys with duplicate proofs have been proved in thirty minutes, and that one boy can easily prove the output of fifty composing machines.

The dimensions of the machine over all are 52 inches long; height to top of bed, 33 inches, and 25 inches wide at the bottom of legs. The bed is 10 inches wide by 52 inches long, and the machine takes paper 8½ inches wide, although the general run of paper for proof-taking is 7½ inches and the length of the actual proof is 23½ inches. The press weighs about 475 pounds, is excellently made, well finished and is covered by a broad guarantee. It sells for $300 f.o.b. factory, this price including five rolls of paper, one set of composition rollers and an extra set of cores. It is made by the National Perforating Machine Company, of Kansas City, Missouri, well known as the manufacturers of the National Rotary Perforating Machine, the Independent Rotary Crimper, Scorer and Slitter, the National Rotary Cut-surfacer and Type-high Gauge.

THOMPSON TYPECASTERS GOING INTO GENERAL USE.

Compelled by the increasing demand for its machines to enlarge its manufacturing facilities, the Thompson Type Machine Company has doubled the size of its factory and installed the latest machinery in an effort to keep up with the call for a typecaster which will cast type equal to the best foundry letter. The latest model Thompson Typecaster has made a hit with every printer who has examined it, and the accuracy and uniform high quality of its product has surprised typefoundry salesmen who have seen it.

An Eastern printer, who in the past has used two other makes of typecasters and discarded them because of imperfect product, has just placed his order for a Thompson Typecaster, after an investigation which satisfied him that at last a typecaster had been produced which answered all of his exacting requirements. It is these investigators who never fail to purchase a Thompson Typecaster — whoever buys any other does so without investigation.

Important improvements have been made in the latest model. Four different combinations can be made in any body cast on the machine, and the speed of casting has been increased by the new water-cooled mold.

The headquarters of the Thompson Type Machine Company are at 120-130 Sherman street, Chicago.

WANT ADVERTISEMENTS.

Prices for this department: 40 cents for each ten words or less; minimum charge, 80 cents. Under "Situations Wanted," 25 cents for each ten words or less; minimum charge, 50 cents. Address to be counted. Price invariably the same whether one or more insertions are taken. **Cash must accompany the order to insure insertion in current number. The insertion of ads. received in Chicago later than the 15th of the month preceding publication not guaranteed.**

BOOKS.

"COST OF PRINTING," by F. W. Baltes, presents a system of accounting which has been in successful operation for many years, is suitable for large or small printing-offices, and is a safeguard against errors, omissions or losses; its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. 74 pages, 6¾ by 10 inches, cloth, $1.50. THE INLAND PRINTER COMPANY, Chicago.

DRAWING FOR PRINTERS, a practical treatise on the art of designing and illustrating in connection with typography, containing complete instructions, fully illustrated, concerning the art of drawing, for the beginner as well as the more advanced student, by Ernest Knaufft, Editor of *The Art Student* and Director of the Chautauqua Society of Fine Arts; 240 pages, cloth, $2 postpaid. THE INLAND PRINTER COMPANY, Chicago.

PAPER PURCHASERS' GUIDE, by Edward Siebs. Contains list of all bond, flat, linen, ledger, cover, manila and writing papers carried in stock by Chicago dealers, with full and broken package prices. Every buyer of paper should have one. 25 cents. THE INLAND PRINTER COMPANY, Chicago.

PRACTICAL FACTS FOR PRINTERS, by Lee A. Riley; just what its name indicates; compiled by a practical man, and said to be the most practical little book ever offered to the trade; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

PRICES FOR PRINTING, by F. W. Baltes. Complete cost system and selling prices. Adapted to any locality. Pocket size. $1 by mail. THE INLAND PRINTER COMPANY, Chicago.

PRINTERS — Get my book containing full instructions on zinc etching, chalk plates, embossing, padding glues, mixing inks (34 colors), gold-leaf printing, and many others; price, $1; satisfaction guaranteed. E. W. SWARTZ, Allegan, Mich.

THE RUBAIYAT OF MIRZA MEM'N, published by Henry Olendorf Shepard, Chicago, is modeled on the Rubaiyat of Omar Khâyyâm; the delicate imagery of old Omar has been preserved in this modern Rubaiyat, and there are new gems that give it high place in the estimation of competent critics; as a gift-book nothing is more appropriate; the binding is superb, the text is artistically set on white plate paper, the illustrations are half-tones, from original paintings, hand-tooled; size of books, 7¾ by 9¾ inches, art vellum cloth, combination white and purple, or full purple, $1.50; edition de luxe, red or brown India ooze leather, $4; pocket edition, 3 by 5¾, 76 pages, bound in blue cloth, lettered in gold on front and back, complete in every way except the illustrations, with full explanatory notes and exhaustive index, 50 cents. THE INLAND PRINTER COMPANY, Chicago.

SIMPLEX TYPE COMPUTER, by J. L. Kelman. Tells instantly the number of picas or ems there are in any width, and the number of lines per inch in length of any type, from 5½ to 12 point. Gives accurately and quickly the number of ems contained in any size of composition, either by picas or square inches, in all of the different sizes of body-type, and the nearest approximate weight of metal per 1,000 ems, if set by Linotype or Monotype machine. Price, $1.50. THE INLAND PRINTER COMPANY, Chicago.

VEST-POCKET MANUAL OF PRINTING, a full and concise explanation of the technical points in the printing trade, for the use of the printer and his patrons; contains rules for punctuation and capitalization, style, marking proof, make-up of book, sizes of books, sizes of the untrimmed leaf, number of words in a square inch, diagrams of imposition, and much other valuable information not always at hand when wanted; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

BUSINESS OPPORTUNITIES.

CALIFORNIA NEWSPAPERS FOR SALE — We have 19 paying newspaper properties in California listed with us for sale, account illness or changes; prices, $1,000 to $20,000; investigate these; if we do not happen to have listed what you want we can probably get it; outline what you wish, amount to be invested, and we will submit specific properties. JAMES & WALKER, 1236 Call bldg., San Francisco, Cal.

FOR SALE — Bookbindery equipped with practically all new machinery; excellent trade; only one opposition within hundred miles around; excellent opportunity for hustler; reason for selling — poor health. G 851.

FOR SALE — Modern plant, 6 cylinders, 6 jobbers, Linotype, new equipment; old established, prosperous business; $60,000 yearly and upward; profits $10,000 and more; $35,000 cash; proprietor has worked 36 years and wants to retire. F. W. BALTES, Portland, Ore.

FOR SALE — One of the best-equipped printing-plants in Denver, with well established, going business; invoices $12,500; taken under mortgage for $5,000; will sell for $5,000. 812 Marion st., Denver, Colo.

FOR SALE — Thoroughly equipped, well-established, up-to-date, medium size printing-office; down-town section in New York city; earns $3,000 to $4,000 per year; credit A-1; not in financial difficulties; $6,000 cash will buy. G 876, care New York Office, INLAND PRINTER.

IN THE CANADIAN NORTHWEST live new towns are growing rapidly; each new town wants a newspaper; great opportunities for young newspaper men to start in business. Write immediately to MILLER & RICHARD, 123 Princess st., Winnipeg, Canada, for full particulars and names of new towns guaranteeing support.

SMALL ONE-MAN JOB-PLANT — Live, growing town; everything new; reason for selling — health. W. R. FRANKUM, Coleman, Tex.

Publishing.

PLANS, GUMPTION, COURAGE, MONEY rightly used, make success in the publishing business. Ask HARRIS-DIBBLE COMPANY, Masonic bldg., New York.

FOR SALE.

BOOKBINDERS' MACHINERY; rebuilt No. 3 and 4 Smyth book-sewing machines, thoroughly overhauled and in first-class order. JOSEPH E. SMYTH, 108-128 N. Jefferson st., Chicago.

FOR SALE — Complete small job office: 46 fonts type, 25 to 59 lbs. each; 2 stones; 45 lbs. brass rule, 5 faces; Boston wire stitcher, motor attached; 25-inch paper cutter; 2 10 by 15 Gordons, with motors, etc.; 300 lbs. leads and slugs; racks, etc.; all used 5 months; office not in operation now; will sell cheap for cash; might trade. Address C. V. FASSETT, 721 First st., Webster City, Iowa.

FOR SALE — Huber press, 2-revolution, 4-roller, table distribution, air springs, size bed 37 by 52; price, $500 as it stands; also Semple book trimmer, $30. JOBSON PRINTING & MFG. CO., Station E, Louisville, Ky.

FOR SALE — Linotype machine; in good condition and can be seen in operation at its place. Write for terms. A. OLSZEWSKI, 3252 S. Halsted st., Chicago, Ill.

FOR SALE — One Bullock web press and one Goss web press in the best condition, good for 8-page standard size news; satisfaction guaranteed; will sell at very low price on easy terms. A. OLSZEWSKI, 3252 S. Halsted st., Chicago, Ill.

FOR SALE — One Mergenthaler Linotype machine, Model No. 1, with universal mold and two-letter attachment; machine has two magazines and two sets of matrices; two-letter Minion No. 2 and Gothic No. 3, and one-letter Nonpareil No. 2; this is in good order and will be sold at a reasonable price. ST. PAUL DISPATCH, St. Paul, Minn.

LINOTYPE MAGAZINES for sale for Model 1 or Models 2 or 3 Linotypes; rebuilt and guaranteed equal to new; sold subject to trial; price, $90 and $100 each. THE TYPESETTING MACHINERY CO., 1241-1243 State st., Chicago, Ill.

PHOTOENGRAVING PLANT — Excellent camera and lens, also screens, router, saw; anxious to sell at sacrifice. HANFORD PHOTOENGRAVING CO., Hanford, Cal.

HELP WANTED.

All-around Men.

WANTED — An all-around printer at Connie Maxwell Orphanage, Greenwood, S. C.; jobwork done and a monthly bulletin published; main object is to train the boys; hours, 6:30 to 11 and 1 to 5:45; we can not use a man whose habits are not exemplary; while a Baptist is preferred, any Protestant Christian would be acceptable; if proper man is found salary can likely be arranged to satisfaction; an opportunity for a settled man who is tired of the strenuous life in a big office. A. T. JAMISON, Superintendent, Greenwood, S. C.

Artists.

ARTIST WANTED — A good all-around commercial artist; must be up to date; good position to the right party. G 879.

Bookbinders.

FIRST-CLASS all-around ruler; steady position to the right man; in Los Angeles, Cal.; state experience and wages expected. G 850.

WANTED — Man to run two Dexter folders part of time and make himself generally useful in bindery; wages $16 per week; absolutely no lay-off; answer, giving experience. W. W. MAYBERRY, 606 Baird bldg., Kansas City, Mo.

Compositors.

WANTED — Two job compositors and one proofreader; union office; 8 hours. G 869.

A Perfect Gold Ink OUGHT TO INTEREST ANY PRINTER WHO HAS AN AMBITION TO PRODUCE PERFECT RESULTS

"OROTYP" is not the "regular" dull brown Gold Ink, but a rich, brilliant, radiant, lasting color. Let us send you a can ON APPROVAL. You make the test.

Manufactured in four shades: Light Gold, Deep Gold, Aluminum and Copper
MANUFACTURED BY
THE CANADIAN BRONZE POWDER WORKS
MONTREAL TORONTO VALLEYFIELD
DISTRIBUTING AGENT FOR UNITED STATES
Agents Wanted JAS. H. FURMAN, 36 La Salle St., Chicago, Ill.

HELP WANTED.

Engravers.

MECHANICAL RETOUCHER — Good position for first-class man who can retouch photographs and make wash-drawings; send samples of work to Engraving Department, THE UNITED BRETHREN PUBLISHING HOUSE, Dayton, Ohio.

WANTED — Wood engraver; state age, experience and salary expected. G 848.

Foremen, Managers and Superintendents.

FOREMAN WANTED for composing-room, including Linotype and Monotype equipment, in large office; open shop; unusual opening for experienced man capable of handling men and familiar with high-grade work. G 815.

WANTED — A working superintendent for specialty-printing establishment; one with a good head for mathematics, and strict disciplinarian; state age, experience, and give references and salary expected. G 881.

Miscellaneous.

WANTED — One proofreader and one stoneman, at once. Address Foreman, Composing-room, FORT WAYNE PRINTING CO., Fort Wayne, Ind.

Operators and Machinists.

LINOTYPE INSTRUCTION — SPECIAL SUMMER OFFER: Twelve weeks (three months) instruction (or six weeks, two classes a day), $80; offer good until July 30 *only;* school solely; actual instruction; long established; we are receiving an astonishing number of desirable calls from country publishers (through our private employment bureau); our course includes a multitude of special advantages. EMPIRE MERGENTHALER LINOTYPE SCHOOL, 419 First av., New York city.

WANTED — Operator and operator-machinist; men who can set good strings; steady situation for good operator. THE NEWS, Fargo, N. D.

Photogravure

WANTED — Thoroughly experienced photogravure man. Apply in person to Room 1416, Fisher bldg., Chicago, Ill.

Pressmen.

A COMPETENT PRINTER to take charge of printing department for medium paper-box factory in Cincinnati, with experience on high-class label work, gold-leaf printing, embossing and printing in general on platen presses; state age and salary expected; nonunion preferred. Address, with references, G 858.

Proofreaders.

WANTED — A Pittsburg manufacturing company desires the services of a first-class proofreader; one who is thoroughly familiar with printing and make-up of publications; good salary to right man. G 855.

Salesmen.

SALESMAN — A man whose energy, personality and experience enable him to secure orders for engraving and printing maps; satisfactory previous experience in that particular line of work essential; exceptional opportunity for the right man. Address in confidence, stating age, previous experience and salary expected, Sales Manager, AMERICAN BANK NOTE CO., 70 Broad st., New York.

INSTRUCTION.

A BEGINNER on the Mergenthaler will find the THALER KEYBOARD invaluable; the operator out of practice will find it just the thing he needs; exact touch, bell announces finish of line; 22-page instruction book. When ordering, state which layout you want — No. 1, without fractions; No. 2, two-letter with commercial fractions, two-letter without commercial fractions, standard Junior, German. THALER KEYBOARD COMPANY, 505 "P" st., N. W., Washington, D. C.; also all agencies Mergenthaler Linotype Company. Price, $4.

LINOTYPE SCHOOL AT HOME — The Eclipse Keyboard, with complete instruction course, price, $4; either standard or two-letter arrangement; circular on request. ECLIPSE KEYBOARD COMPANY, 117 S. Bonner st., Dayton, Ohio. Following agencies: Empire Linotype School, 419 First av., New York city; A. E. Moissan, Box 1118, Winnipeg, Man., Canada.

N. E. LINOTYPE SCHOOL, 7 Dix place, Boston, Mass. Four-machine plant, run solely as school; liberal hours, thorough instruction; our graduates succeed. Write for particulars before deciding.

MISCELLANEOUS.

FOR SALE — Mr. Printer, would you spend $7.50 to save your platen rollers from cutting and improve your printing 50 per cent? For particulars, address INFORMATION, P. O. Box 314, Washington, D. C.

MISSING.

THE UNDERSIGNED desires to know the whereabouts of Mr. Julius E. Reading. DILLINGHAM PRINTING CO., Bairdstown, Cal.

WANTED to correspond with Jack Crawford, printer. J. W. CASEY, Perry, Okla.

SITUATIONS WANTED.

Collotype.

COLLOTYPE — First-class practical man desires connection with reliable firm; best references. PAUL KLAUS, Collingswood, N. J.

Engravers.

PHOTOENGRAVING is my line and I want a position where I can use my practical knowledge of the business; I have successfully superintended for the last 4 years and can show first-class testimonials. G 845.

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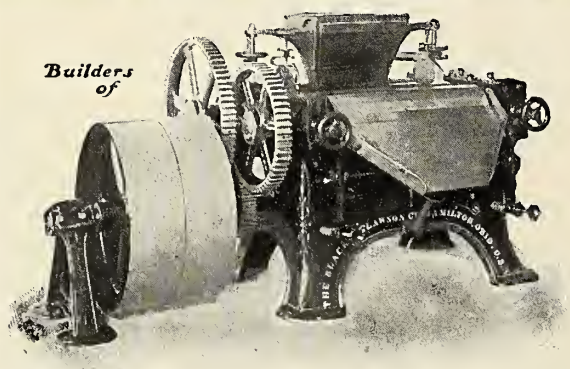
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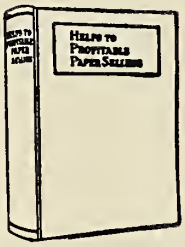
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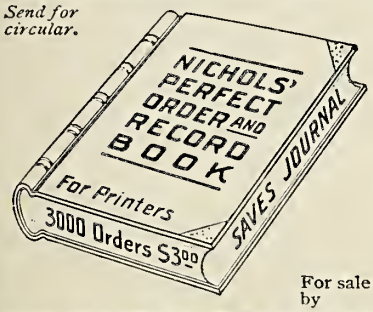
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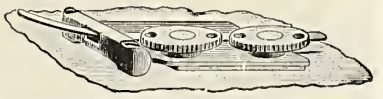
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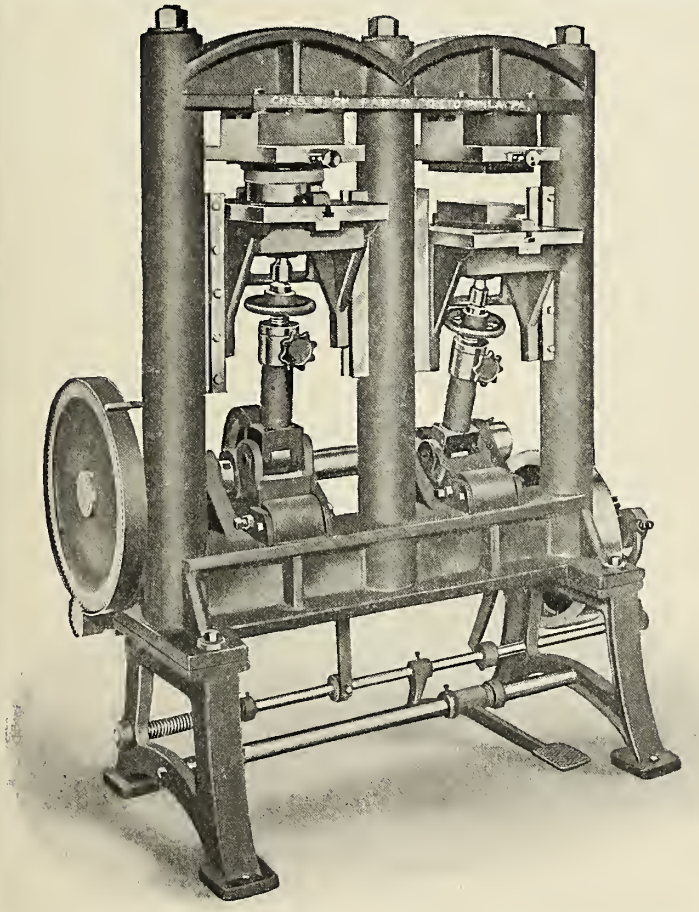
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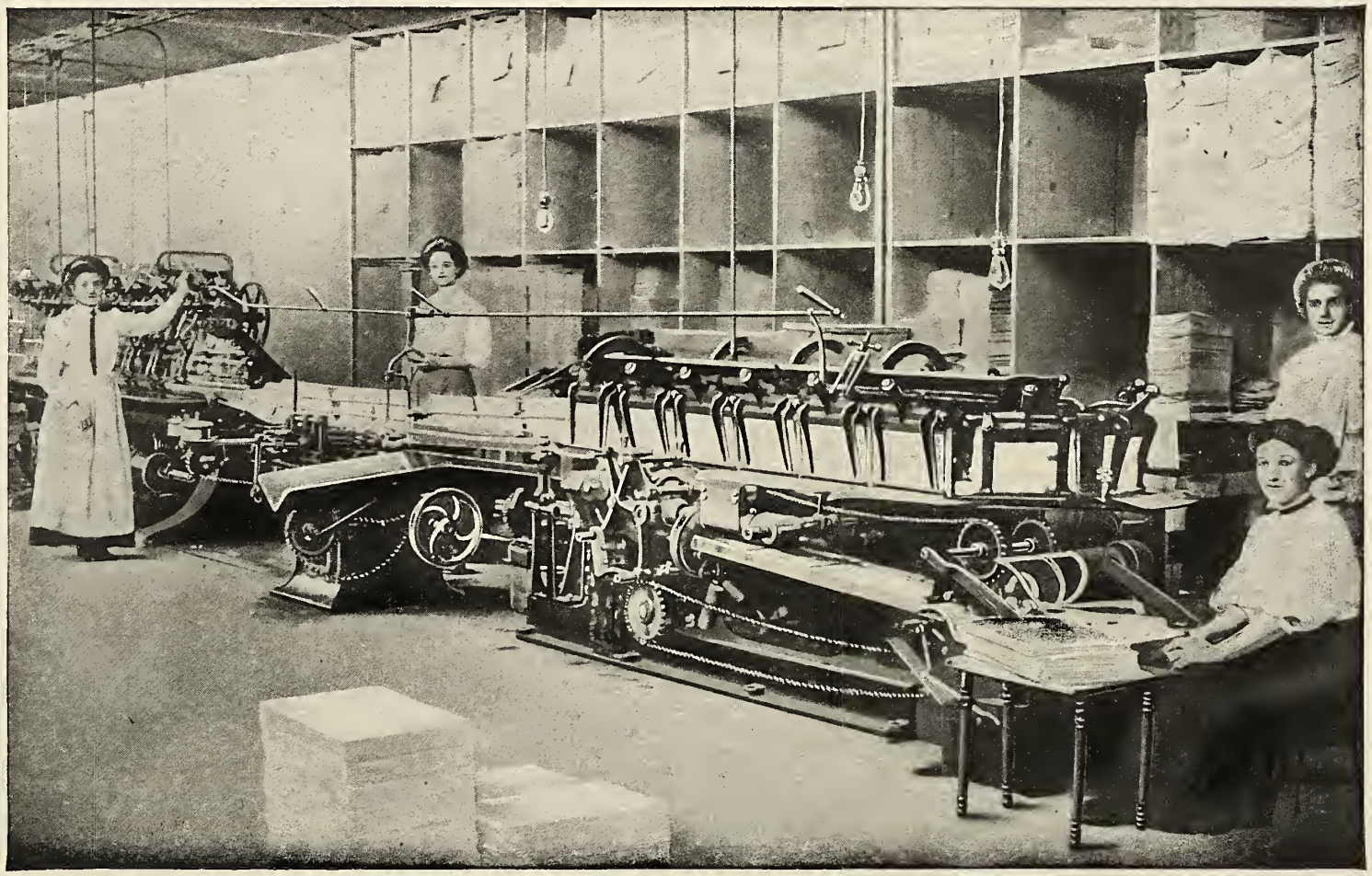
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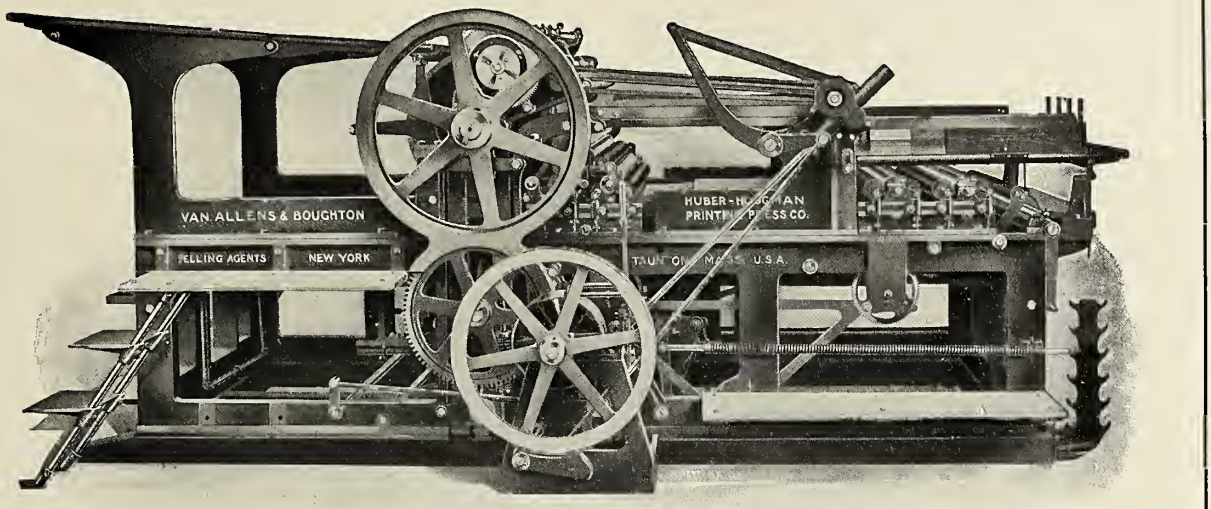


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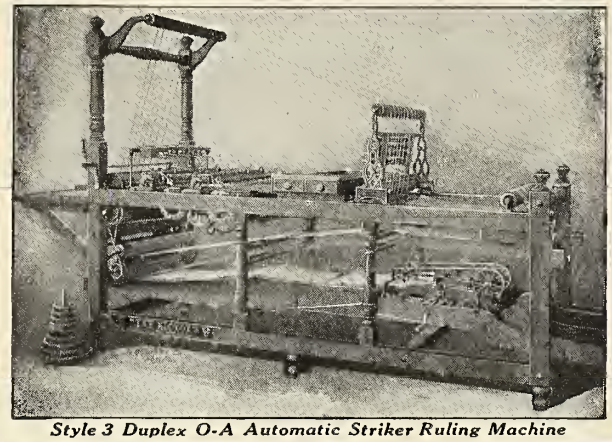
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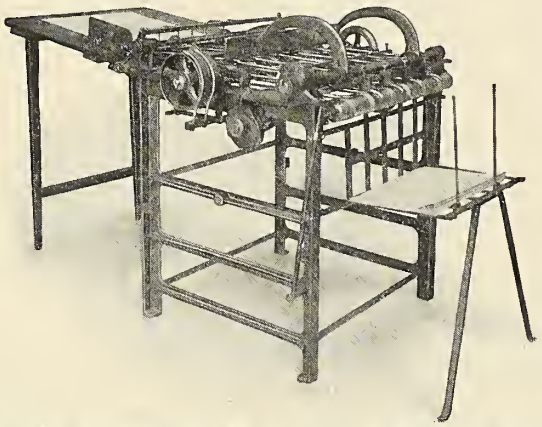
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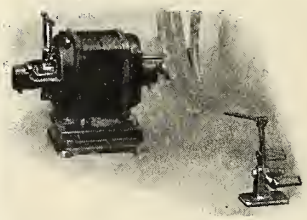
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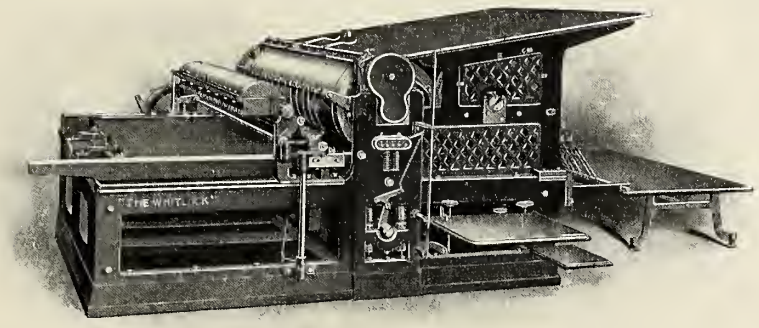
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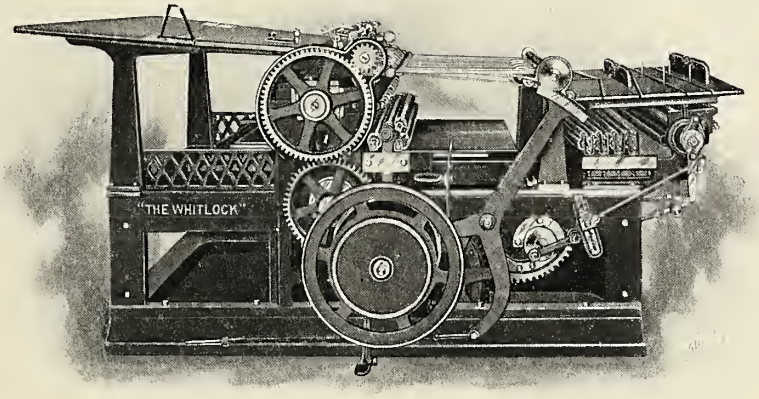
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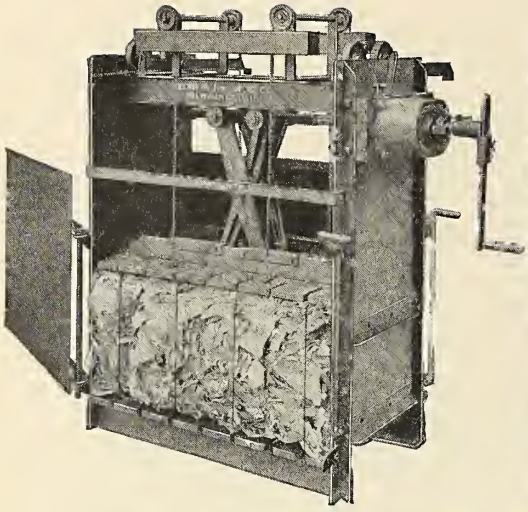
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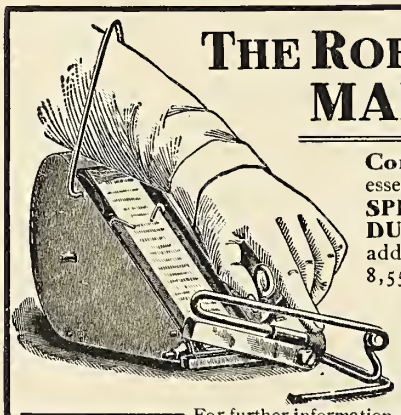
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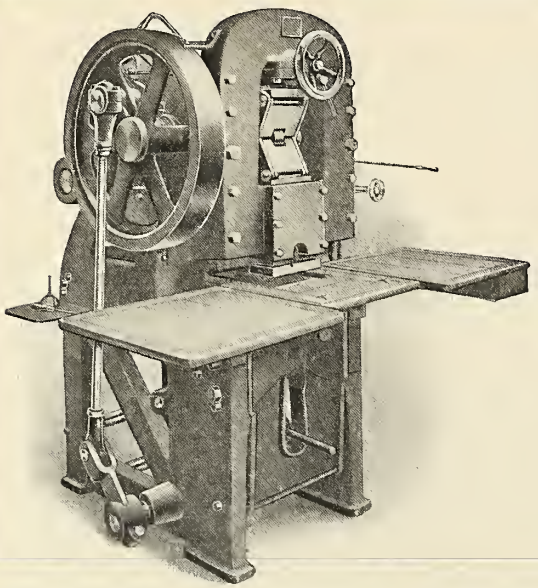


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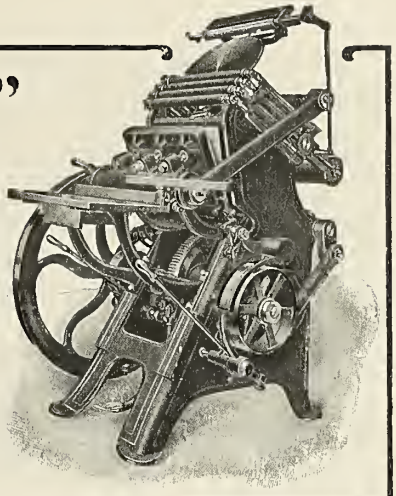
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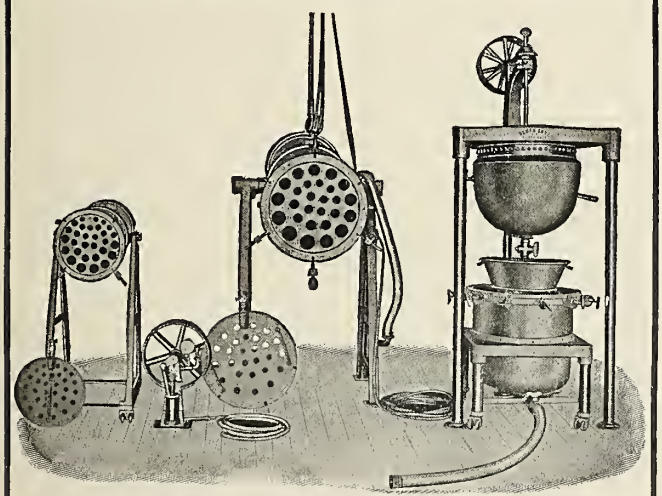
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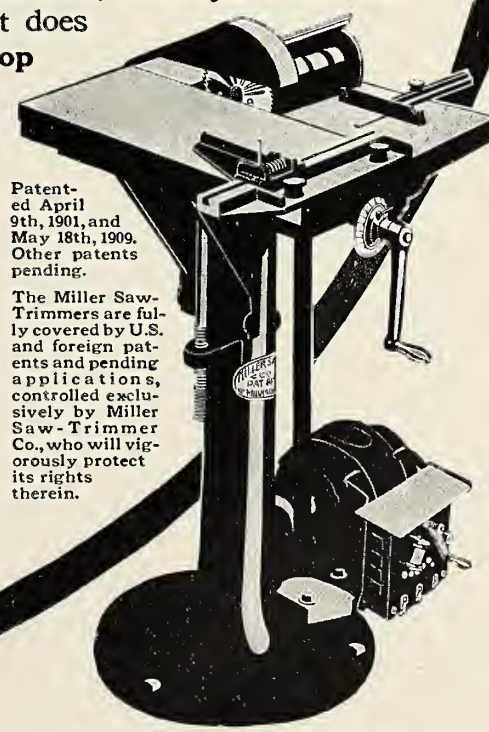
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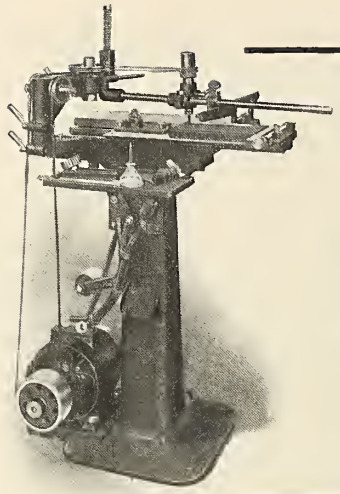
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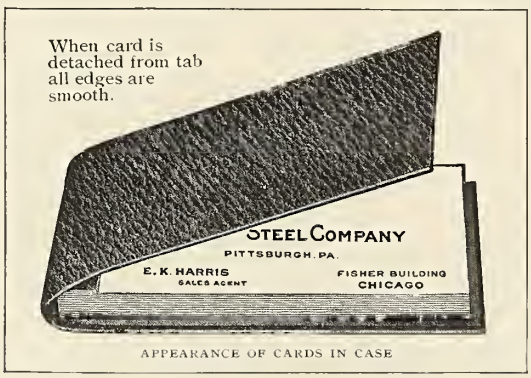
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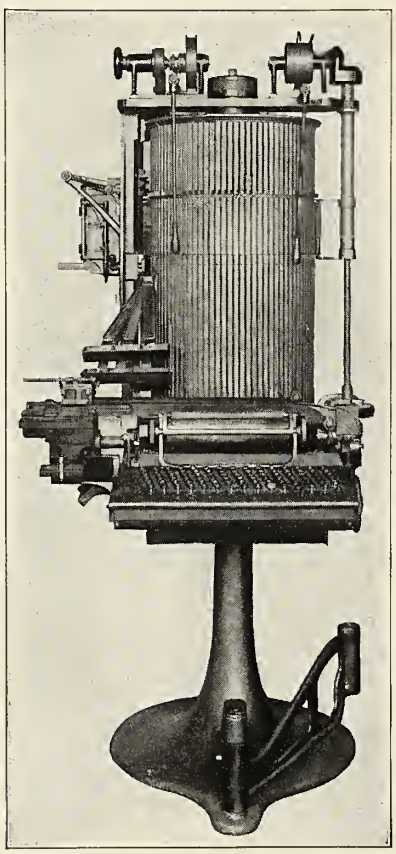
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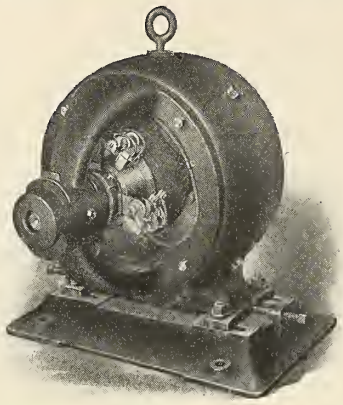
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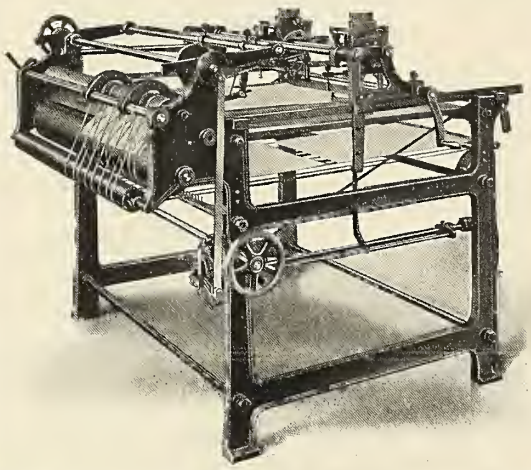
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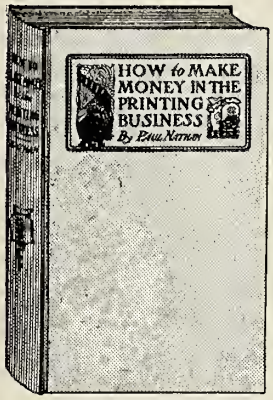
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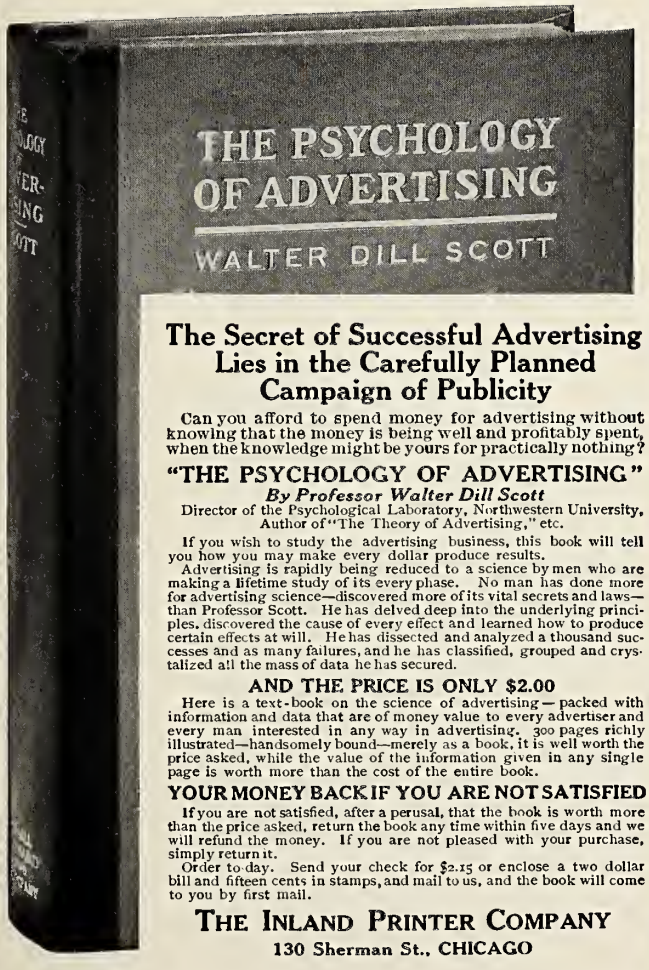


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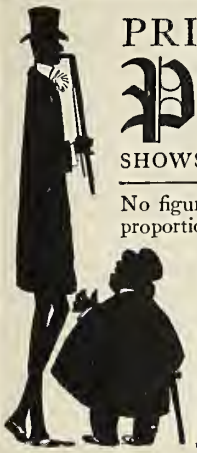
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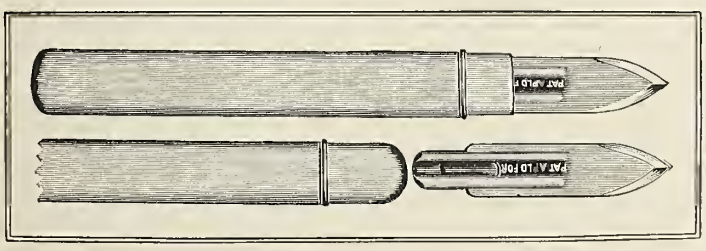
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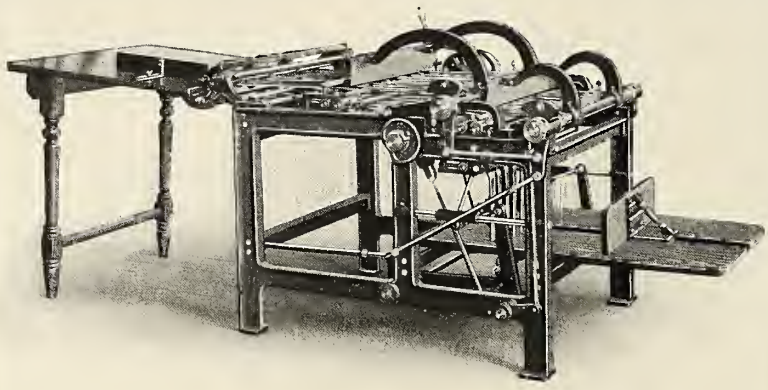
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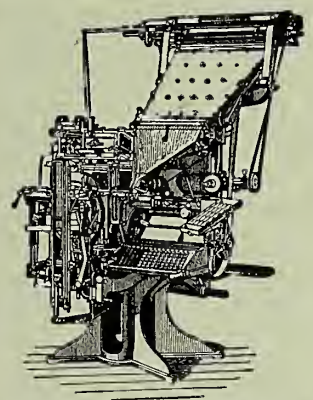
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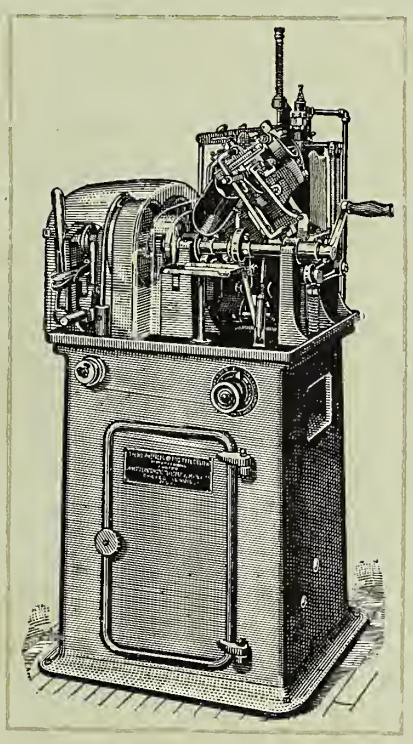
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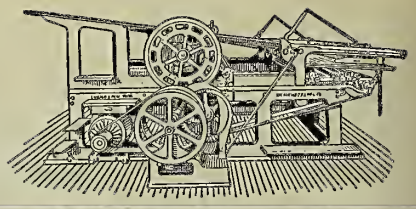
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RIO JANEIRO—Emile Lambert
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TOKIO—Teijiro Kurosawa

The Miehle

The following is a list of Miehle Presses shipped during the month of *May 1910*



THIS LIST SHOWS THE CONTINUED DEMAND FOR MIEHLE PRESSES.

A. W. Knight	Bamberg, S. C.	1
Rotary Printing & Distributing Co.	Philadelphia, Pa.	2
American Colortype Co	Chicago, Ill.	4
Previously purchased for this and other branches sixty-eight Miehles.		
Otis Elevator Co	Chicago, Ill.	1
Previously purchased one Miehle.		
Western Newspaper Union	Omaha, Neb.	1
Previously purchased for this and other branches eighty-two Miehles.		
Lecoq, Mathorel & Bernard	Paris, France	3
Previously purchased seven Miehles.		
Giegerich & Wesselhoft	Dubuque Iowa	1
Valdosta Times Pub. Co	Valdosta, Ga.	1
Previously purchased one Miehle.		
The Plimpton Press	Norwood, Mass.	1
Previously purchased eight Miehles.		
D. F. Keller & Co	Chicago, Ill.	1
Previously purchased seven Miehles.		
The Western Baptist Pub. Co.	Kansas City, Mo.	1
Rand, McNally & Co	Chicago, Ill.	3
Previously purchased for this and other branches twenty-seven Miehles.		
G. Elias & Bro	Buffalo, N. Y.	1
Chris. Reisser's Soehne	Vienna, Austria	2
Previously purchased two Miehles.		
U. S. Sample Co	Chicago, Ill.	1
Previously purchased one Miehle.		
The Crowell Pub. Co	Springfield, Ohio	2
Previously purchased two Miehles.		
National Blank Book Co	Holyoke, Mass.	1
Previously purchased five Miehles.		
Mercury Publishing Co	New Bedford, Mass.	1
Previously purchased one Miehle.		
United States Printing Co	New York city, N. Y.	1
Previously purchased for this and other branches thirty-seven Miehles.		
Penn Press	Bethlehem, Pa.	1
Sackett & Wilhelms Co	New York city, N. Y.	2
Previously purchased seven Miehles.		
News Printing Co	Goshen, Ind.	1
Gould & Lang	Chicago, Ill.	1
News-Advertiser	Vancouver, B. C.	1
Previously purchased one Miehle.		
Clarke & Stuart Co	Vancouver, B. C.	1
Zeese-Wilkinson Co.	New York city, N. Y.	1
Previously purchased ten Miehles.		
The Tuttle Press Co	Appleton, Wis.	1
Previously purchased one Miehle.		
Hedstrom-Barry Co.	Chicago, Ill.	1
Previously purchased three Miehles.		
Dr. Weller Van Hook	Chicago, Ill.	1
Will A. Beach Ptg. Co	Sioux Falls, S. D.	1
Barber & Co	Toronto, Ont.	1
Government Printing Office	St. Petersburg, Russia	1
Previously purchased one Miehle.		
The Stone Ptg. & Mfg. Co	Roanoke, Va.	2
Previously purchased seven Miehles.		
The Southard Novelty Co	Columbus, Ohio	1
National Printing Co	Omaha, Neb.	1
Previously purchased two Miehles.		
Thos. M. Royal & Co	Philadelphia, Pa.	1
Previously purchased two Miehles.		
The Methodist Book Room	Toronto, Ont.	2
Previously purchased five Miehles.		
Butterick Publishing Co	New York city, N. Y.	2
Previously purchased twelve Miehles.		
Regensteiner Colortype Co	Chicago, Ill.	2
Previously purchased eleven Miehles.		
La Patrie Publishing Co	Montreal, Que.	1
Previously purchased one Miehle.		
Government Printing Bureau	Victoria, B. C.	1
Previously purchased two Miehles.		
Nevins-Church Press	Irvington-on-Hudson N. Y.	2
Previously purchased six Miehles.		
Schlau, Burnett & Co	Chicago, Ill.	1
Sentinel Publishing Co	Goldendale, Wash.	1
Franklin Ward Co	Portland, Ore.	1
Meuser & Hartwig	Milwaukee, Wis.	1
Fleischer Paper Box Co	Chicago, Ill.	1
Previously purchased one Miehle.		
Optimus Publishing Co	Calgary, Alb.	1
Lethbridge News	Lethbridge, Alb.	1
The David Smith Lith. Co	Toronto, Ont.	1
Esterbrook Steel Pen Mfg. Co.	Camden, N. J.	1

Shipments for May, 1910, **67** Miehle Presses

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1910

VOLUME XLV
NUMBER 5

The Inland Printer



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National Museum.

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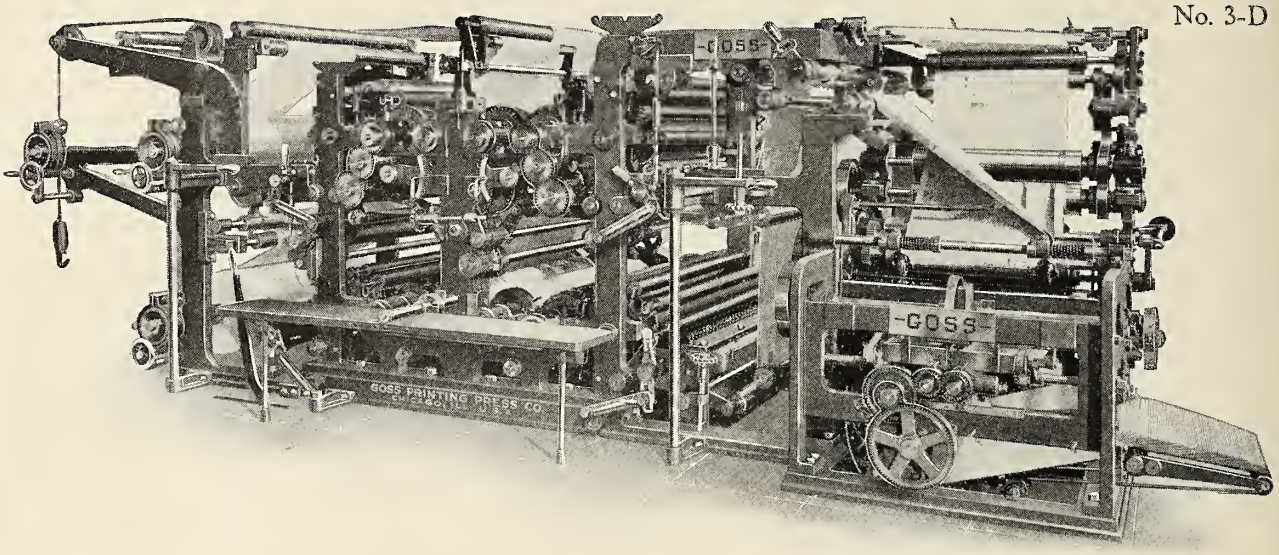
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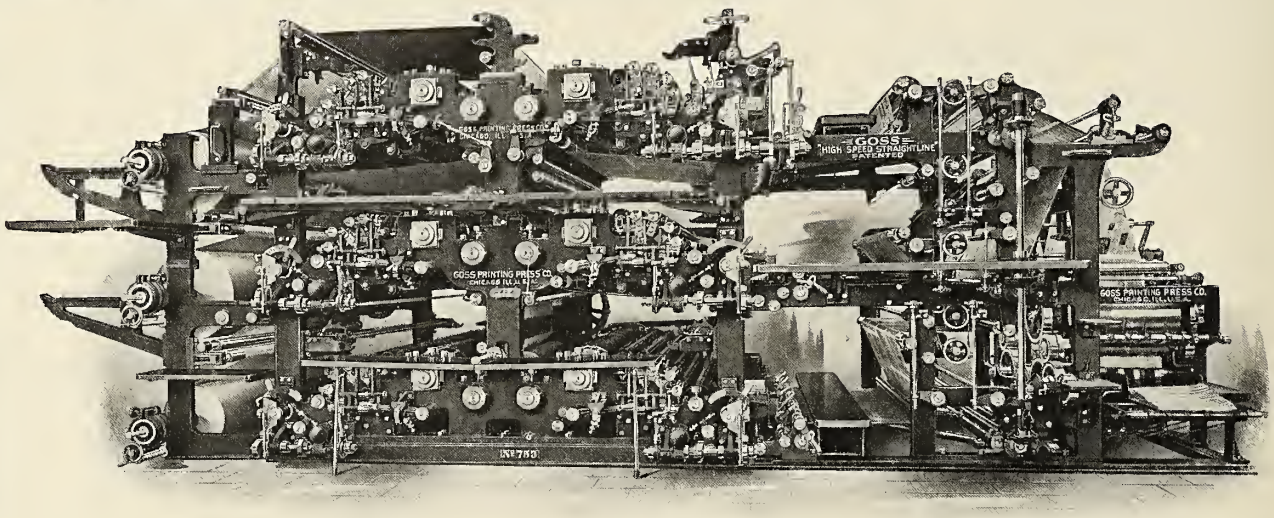
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Made to print either 4, 6, 8, 10, 12, 14, 16 pages in book form.
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16th St. and Ashland Ave., Chicago, Ill.

NEW YORK OFFICE:
1 Madison Ave., Metropolitan Bldg., New York City.

LONDON OFFICE:
93 Fleet Street, London, E. C., England.

Brother Jonathan Bond—The Commercial Correspondence Paper of the Day.

It should be the ambition of every good business man



to improve his stationery—to make it representative of his business—to do him credit.

¶ We are driving these facts home to every user of stationery to help the Printer and manufacturing Stationer sell the kind of stationery that pays—the best kind—that made of

"Famed For Its Excellence"

(WATERMARKED)
BROTHER JONATHAN BOND

¶ *The Paper* peculiarly adapted to business stationery of impressive, dignified character because made essentially for the purpose.

¶ BROTHER JONATHAN BOND is to be had in White and eleven beautiful Tints in Wove and Linen Finish, with Envelopes to match. If you are not supplied with samples, please do not delay asking for them. Plain sheets for testing will be gladly sent on request.

¶ We want YOU to benefit by the presence of this WORTHY PAPER.

Address DIVISION 1

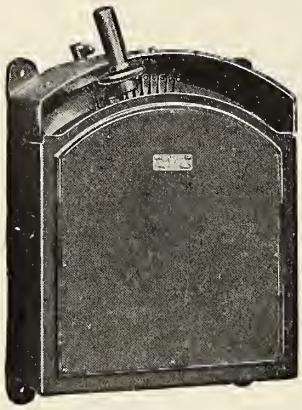
J.W. BUTLER PAPER COMPANY

ESTABLISHED 1844 — CHICAGO

BUTLER·BRANDS PAPER THE BEST

General Electric Company

The Largest Electrical Manufacturer in the World

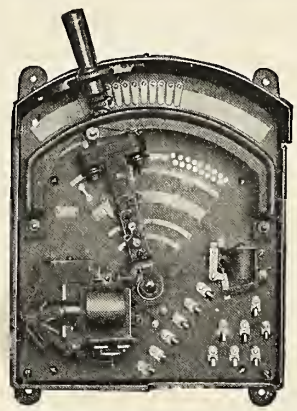


CR-171—Printing-press Controller

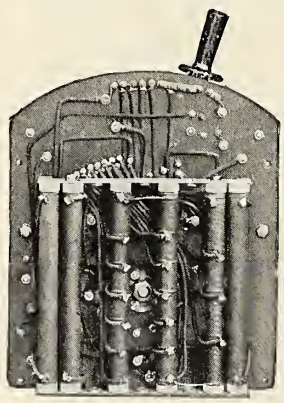
The Use of Unreliable Control Apparatus Results in

Skilled Men Standing Idle;
Heavy Loss from Idle Presses;
Big Repair Bills;
Cancellation of Orders;
Loss of Prestige.

Printing-Press Motor Controllers



CR-171—Printing-press Controller enclosing cover removed



CR-171—Controller, with field resistance mounted on back of slate panel

The General Electric Company's new line of controllers for printing-presses is the result of long and painstaking investigation made by its expert engineers, assisted by its research departments, and will afford absolutely reliable service.

Perfect Mechanical and Electrical Construction

Perfect mechanical construction is obtained by using materials of the highest grade, and by employing skilled labor in their manufacture.

Every controller is thoroughly tested and must receive the approval of the testing department before shipment.

Great Ruggedness

The motor is disconnected from the power circuit by an auxiliary device of great ruggedness, so constructed as to suffer practically no deterioration from service. Unless provided with such a device the rheostat would rapidly deteriorate and very quickly need extensive repairs.

Protection of Motor

A device automatically disconnects the motor if the voltage fails and thus protects it from injurious burning which would otherwise occur if the power is immediately thrown on again.

If desired, a device can be furnished which will prevent overloading and abusing the motor.

The enormous demand for General Electric Rheostats and Controllers has caused this department to grow until it is a large factory in itself, with a large corps of expert engineers, draftsmen and technical test men. The assembling department occupies a floor space of 60,000 square feet and employs 400 men.



Armature regulating resistance

SALES OFFICES IN THE FOLLOWING CITIES:

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Principal Office:
Schenectady, N. Y.

(2355)

TRADE DIRECTORY FOR MACHINERY AND SUPPLIES PRINTERS, LITHOGRAPHERS, METAL DECORATORS

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THE FUCHS & LANG MFG. CO.....New York, Chicago, Phila., Boston

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LITHOGRAPHIC INKS
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THE FUCHS & LANG MFG. CO.....New York, Chicago, Phila., Boston

OFFSET PRESSES
THE FUCHS & LANG MFG. CO.....New York, Chicago, Phila., Boston

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PRINTING INKS
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ROUGHING MACHINES
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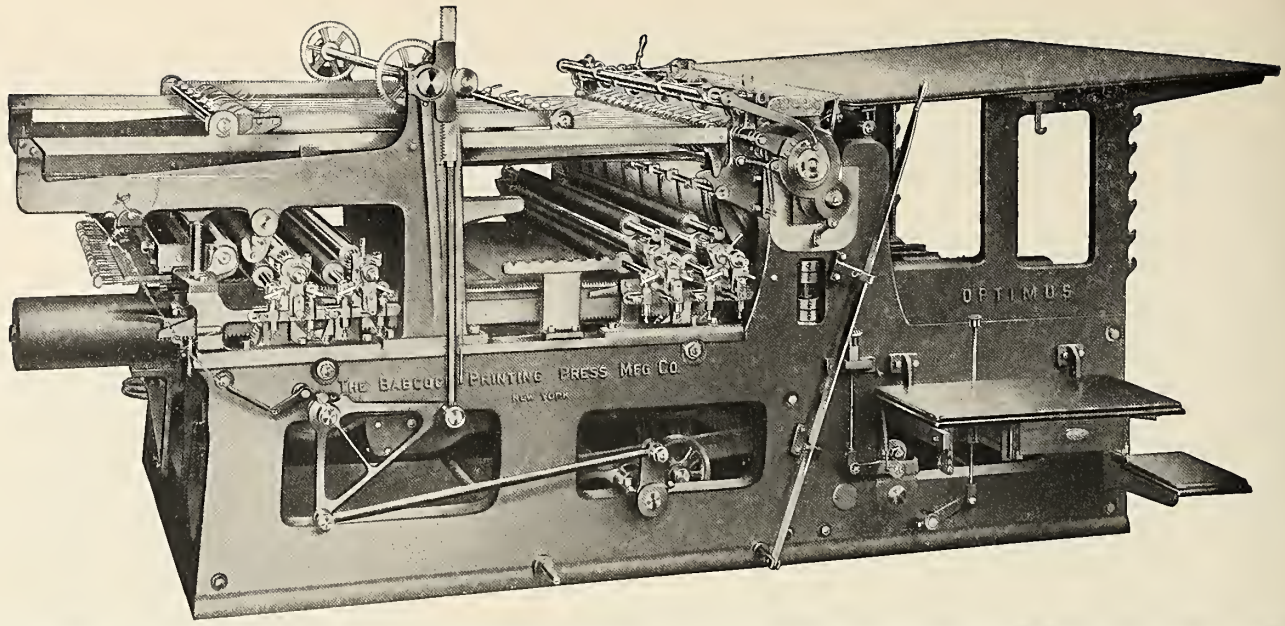
RUBBER BLANKETS
THE FUCHS & LANG MFG. CO.....New York, Chicago, Phila., Boston

RUBBER TRANSFER CYLINDER HAND PRESSES
THE FUCHS & LANG MFG. CO.....New York, Chicago, Phila., Boston

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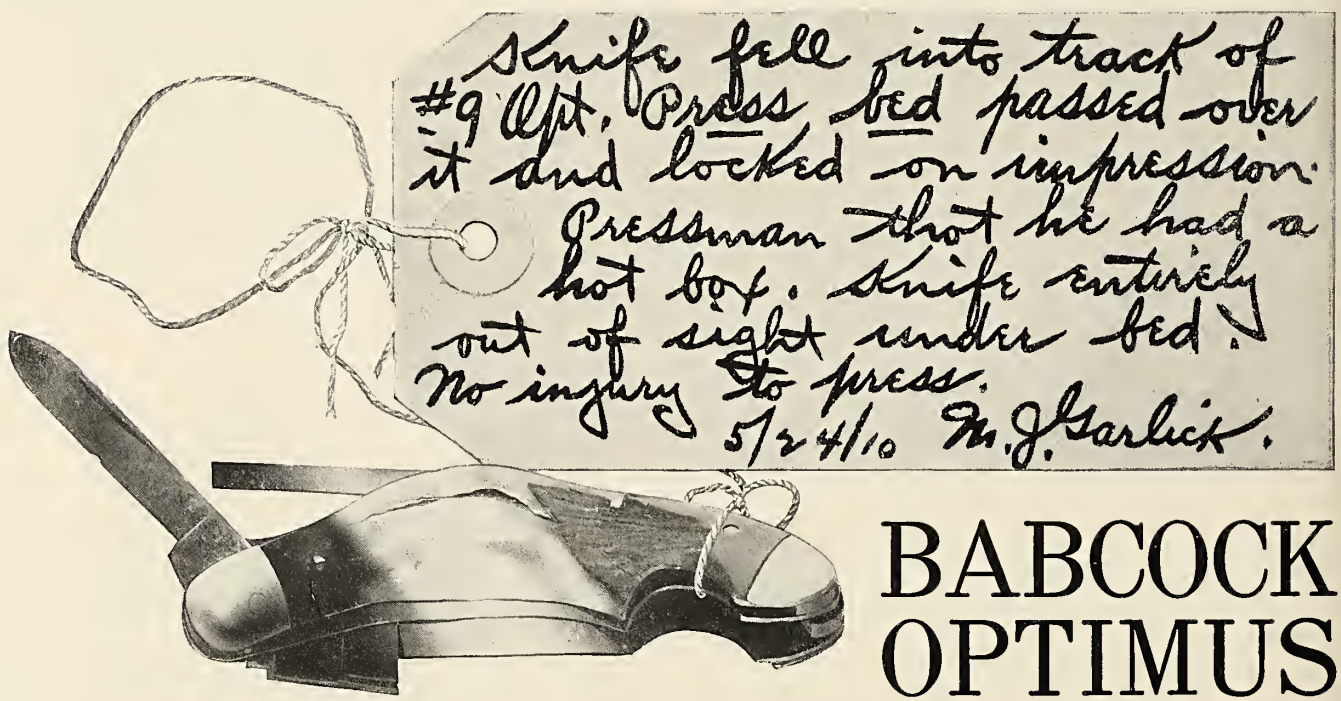
TIN LITHO PRESSES
THE FUCHS & LANG MFG. CO.....New York, Chicago, Phila., Boston



THE HEAVIEST, SIMPLEST, MOST COMPACT AND HANDSOMEST TWO-REVOLUTION. COMPARE THIS ILLUSTRATION WITH THAT OF ANY OTHER

THE BABCOCK PRINTING PRESS MANUFACTURING CO., NEW LONDON, CONNECTICUT
New York Office, 38 Park Row. John Haddon & Co. Agents, London. Miller & Richard, Canadian Agents, Toronto, Ontario.

BARNHART BROS. & SPINDLER, WESTERN AGENTS, 183-187 MONROE STREET, CHICAGO
Great Western Type Foundry, Kansas City, Missouri; Great Western Type Foundry, Omaha, Nebraska; Minnesota Type Foundry Co., St. Paul, Minnesota; St. Louis Printers Supply Co., St. Louis, Missouri; Southern Printers Supply Co., Washington, District Columbia; The Barnhart Type Foundry Co., Dallas, Texas; National Paper & Type Co., City of Mexico, Vera Cruz, Monterrey, and Havana, Cuba. On the Pacific Coast—Pacific Printers Supply Company, Seattle, Wash.



BABCOCK OPTIMUS

Sometime ago we here said that no Optimus made within a dozen years was now out of register between bed and cylinder, no matter what use it had had.

We have said it often. In this instance it was striking enough to create comment. We repeat it. No one has found such an Optimus; it doesn't exist.

About twelve years ago we invented our ball and socket bed motion, a marvel of accuracy, simplicity, strength. Its precise action supplies that register between bed and cylinder *that has not changed in a single press in a dozen years.*

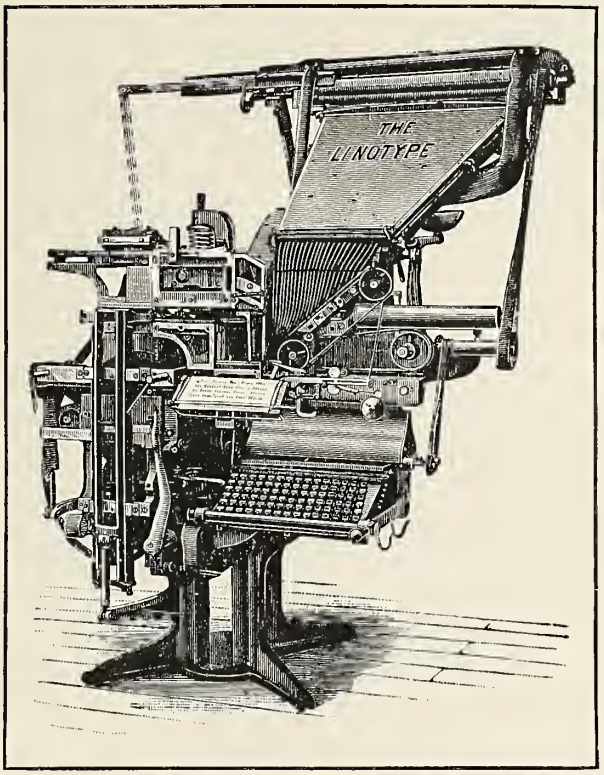
While a pressman can control the action of the guides, etc., register between bed and cylinder is structural, and beyond any lasting cure he can make.

SET IN AUTHORS ROMAN

ALL sizes of matrices from **5 pt.** to **11 pt.,** inclusive,

ALL sizes of bodies from **5 pt.** to **14 pt.,** inclusive,

ALL measures from **5 ems** Pica to **30 ems** Pica, inclusive,



Can be used in the

Two-Letter Rebuilt Model 1 Linotype Machines

SOLD BY THIS COMPANY

All machines rebuilt and sold by us are guaranteed to do as good and as much work as when new.

New matrices sent with all machines.

We use genuine Linotype parts purchased from the Mergenthaler Linotype Company in rebuilding machines.

All parts used are standard and can be duplicated from the Linotype Company.

Price, including one magazine, one font new 2-letter matrices, one set of spacebands and 2-letter U. A. mold, **$2,000.00.**

Machines ready to ship. Write for terms.

Gutenberg Machine Company

WILL S. MENAMIN.
President and General Manager

545-547-549 Wabash Ave., CHICAGO, ILL.

More than 800

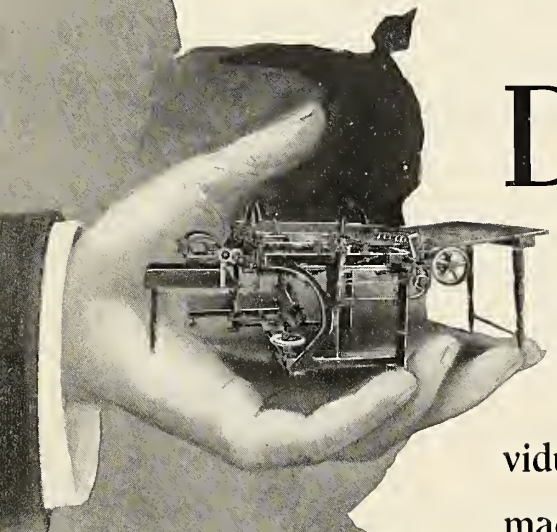
We have satisfied them!

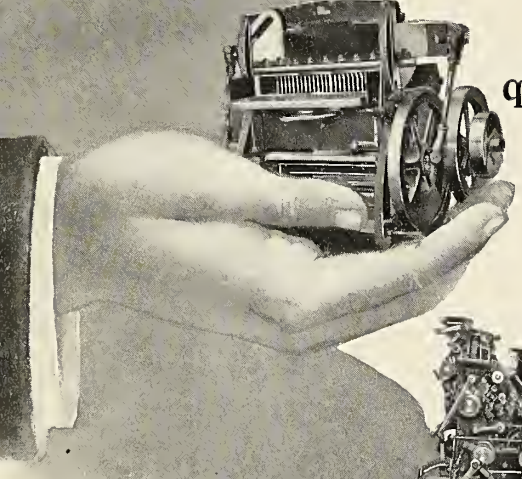
More than eight hundred pairs of hands reached out to us during the past twelve months for the different machines illustrated here. They came to us for Folders, for Feeders, and Cutters, not alone because it was

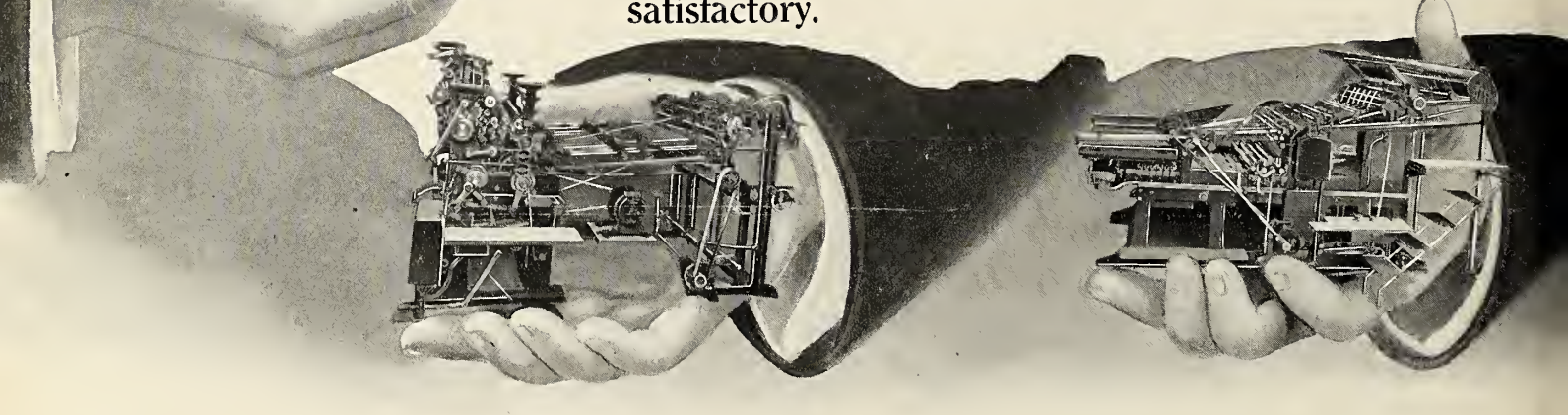
Dexter Machinery,

much as that name in folding, and in feeding and in cutting machinery implies, but, also, because each individual purchaser was convinced that he was getting the best machine for his work, the greatest value for his money.

They had satisfied themselves that both the quality and quantity of the product would be the maximum possible. They knew that the machine, and the service rendered after the machine was installed, would be absolutely satisfactory.







Pairs of Hands

And we can satisfy you!

The owners of the more than eight hundred pairs of hands reached out to us during the past year for the different machines illustrated here, we have satisfied, perfectly. So great, however, has been the demand for

Dexter Machinery,

during the past twelve months, that it is impossible for us to keep machines on hand.

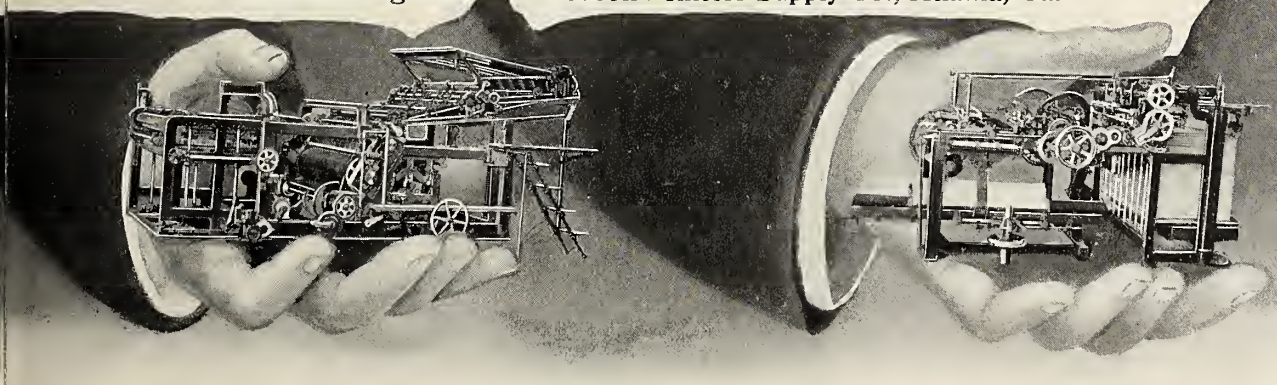
Please anticipate your wants a little, in order to avoid delivery disappointment.

Write us now about your probable fall requirements.

Dexter Folder Company

New York Chicago Philadelphia Boston Buffalo San Francisco
London Paris Cape Town Melbourne Buenos Aires

Southern Agents: Dodson Printers Supply Co., Atlanta, Ga.



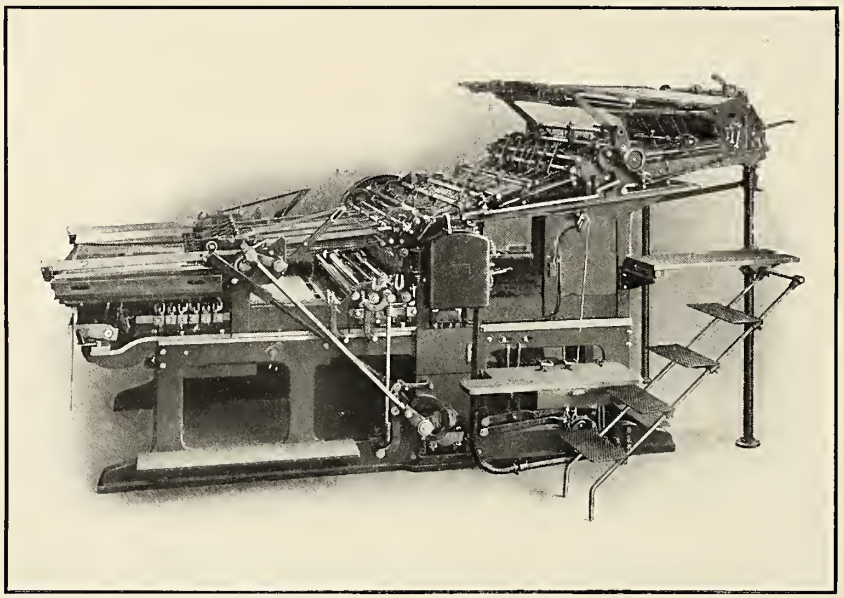


Human Hands

Should never be employed at a task which a machine will do as well or better . . . . .

The Cross Continuous Feeder works faster, better, longer, and at much less cost than is possible for the human hand. It is the perfection of automatic feeding. Get in touch with us now for your probable fall wants . . . . . .

Dexter Folder Comp'y



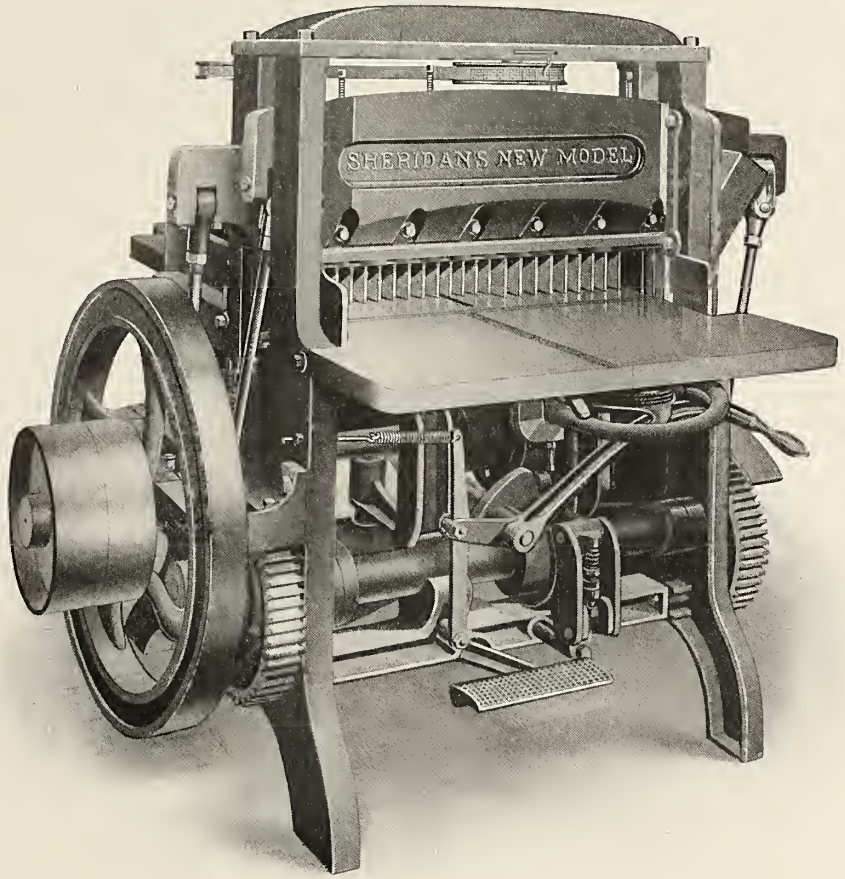
New York Chicago Philadelphia Boston Buffalo San Francisco

Southern Agents: Dodson Printers Supply Co., Atlanta, Ga.

London Paris Cape Town Melbourne Buenos Aires

Sheridan's New Model

Automatic Clamp — Improved — Up to Date



Write for Particulars, Prices and Terms

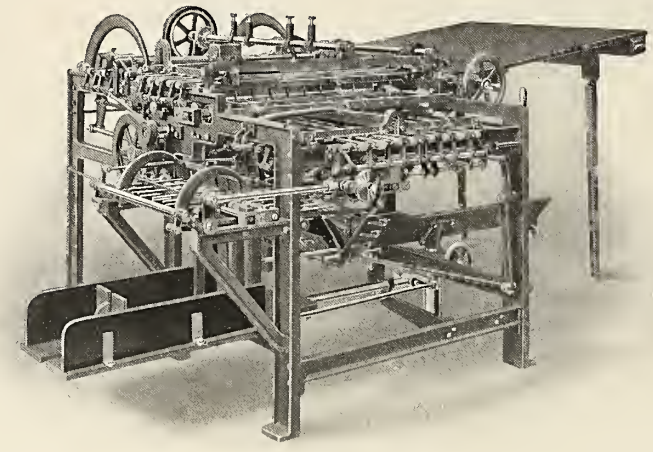
T. W. & C. B. SHERIDAN CO.

Manufacturers of Paper Cutters, Book Trimmers, Die Presses, Embossers, Smashers, Inkers, and a Complete Line of Printers' and Bookbinders' Machinery

NEW YORK . . . . . 56 Duane Street
CHICAGO . . . . . 149 Franklin Street
LONDON . . . . . 65-69 Mount Pleasant

Selling Agents for Martini and National Book-sewing Machines

Write for Circulars and Descriptive Matter



Special Catalog Folder

Folds regular and oblong. Will fold 6, 8, 10, 12, 16, 24 and 32 pages in single sections or in gangs. Automatic Registers throughout.

No! We do not misrepresent, falsify or mislead in order to obtain business. *We do not have to.*

No! We do not attempt side issues that are simply poor imitations. *We make a specialty of paper-folding machinery.*

No! We do not make a machine-shop out of your office trying to erect, complete and install a machine successfully.

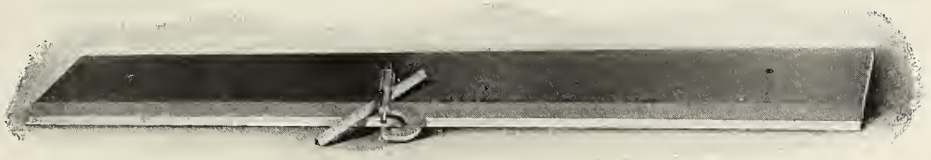
No! It does not take one of our erectors from two to three weeks or a month erecting a machine and trying to find out what is the matter with it. Our machines are thoroughly tested before shipping.

Made by

Brown Folding Machine Company

Erie, Pennsylvania

ESTABLISHED 1830



To the Trade:

We beg to announce a NEW

Coes · MICRO-GROUND · Knife

which we are selling as our "New Process" Knife. We have been supplying this knife in its improved form for over a year to our largest customers with the best results.

It is sold on our regular list *at no advance* in price.

Following our established habit of *raising quality* to the customer at no extra expense to him.

Same package. Same warrant. Ask us.

LORING COES & CO., Inc.
DEPARTMENT COES WRENCH CO.
WORCESTER, MASSACHUSETTS.

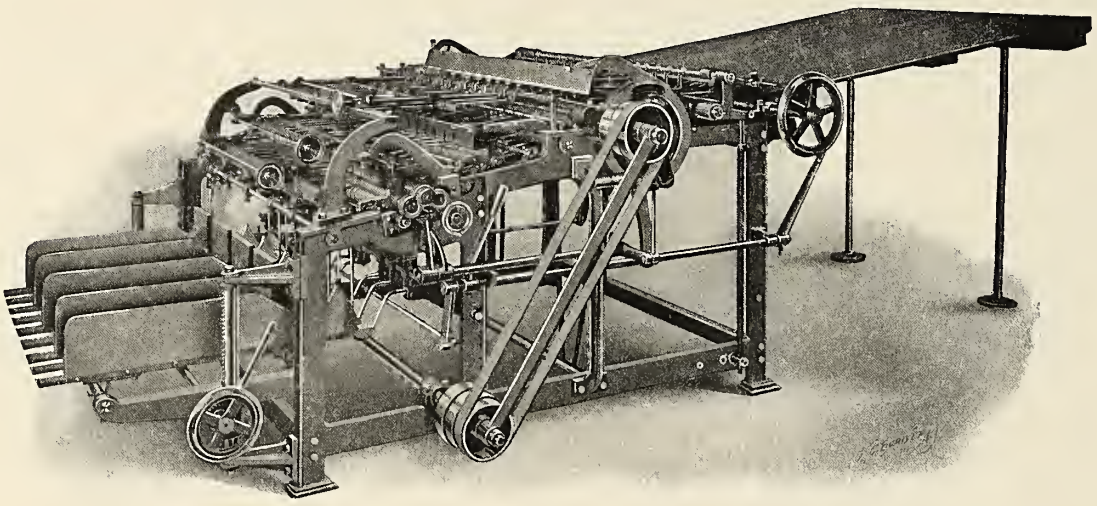
NEW YORK OFFICE — G. V. ALLEN, 21 Murray Street
Phone, 6366 Barclay

COES RECORDS

First to use Micrometer in Knife work	1890
First to absolutely refuse to join the Trust	1893
First to use special steels for paper work	1894
First to use a special package	1901
First to print and sell by a "printed in figures" Price-list	1904
First to make first-class Knives, *any kind*	1830 to 1905

COES is Always Best!

THE CHAMBERS
Paper Folding Machines



Drop-roll Parallel Folder with Hand Feed Table

AUTOMATIC FEEDERS FURNISHED

Will deliver and pack a folded page as narrow as 2½ inches in 16s. Greatest width 6 inches.

Will fold 8s ranging in width from 3 to 12 inches.

Will deliver in long strips or cut into 2, 3 or 4 sections.

Sharp, accurate folding guaranteed.

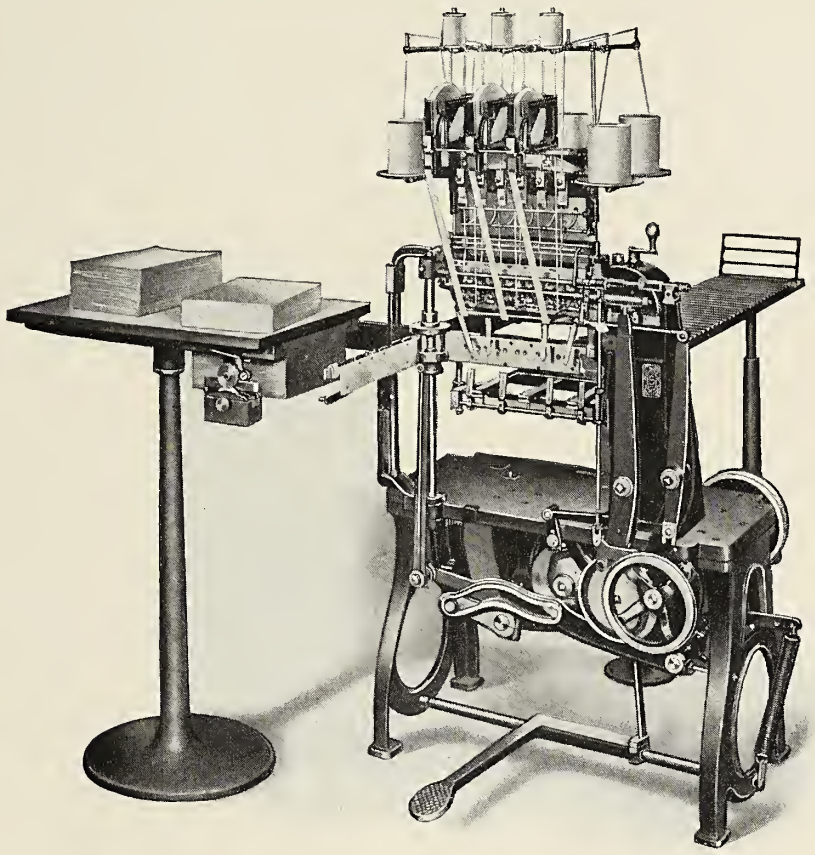
Chambers Brothers Co.

Fifty-second and Media Sts., Philadelphia, Pa.

Chicago Office : : : 524 West Jackson Boulevard

New Model No. 3 Smyth

Book-Sewing Machine



THE popular machine for edition work, catalogues, school books, pamphlets, etc. Performs several styles of sewing — will braid over tape, sew through tape with or without braiding, or sew without tape or twine. No preparation of the work necessary before sewing.

Its fine construction, interchangeable parts, simplicity and rapid operation, have made it the most popular machine for Bookbinders the world over.

Other sizes to suit every requirement.

WRITE FOR PARTICULARS

E. C. FULLER COMPANY

FISHER BUILDING, CHICAGO

28 READE STREET, NEW YORK

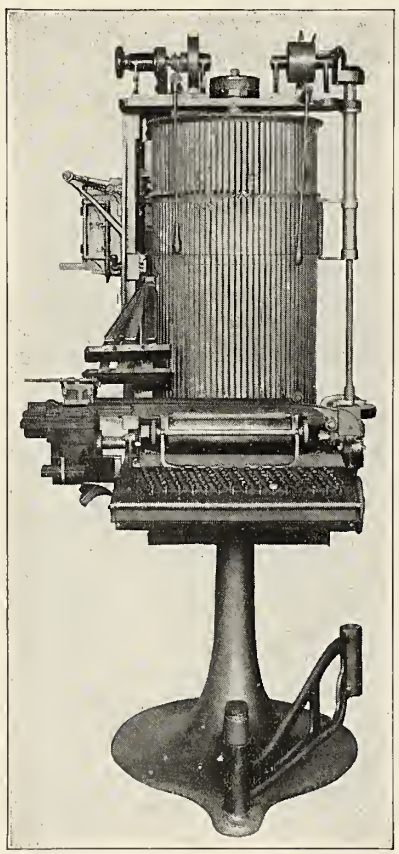
DON'T leave for your Vacation
until you have put in a good supply of

Jaenecke's *Reliable* *Printing Inks*

They will save you worry and your pleasure will not be marred by Ink troubles.

THE JAENECKE PRINTING INK CO.
NEWARK, N. J.

NEW YORK CHICAGO PHILADELPHIA ST. LOUIS DETROIT



Used Simplex Machines For Sale

10-pt. Adjustable	12-pt. Adjustable	10-pt. Adjustable
Factory No. 1385	Factory No. 1395	Factory No. 1509
$200	**$200**	**$200**

These Simplex Typesetting Machines have been used, but are in good order.

They are practically the same kind of machines (except the shape of the base) that are now advertised as Unitypes.

Note factory number and price of each.
No type with these machines.

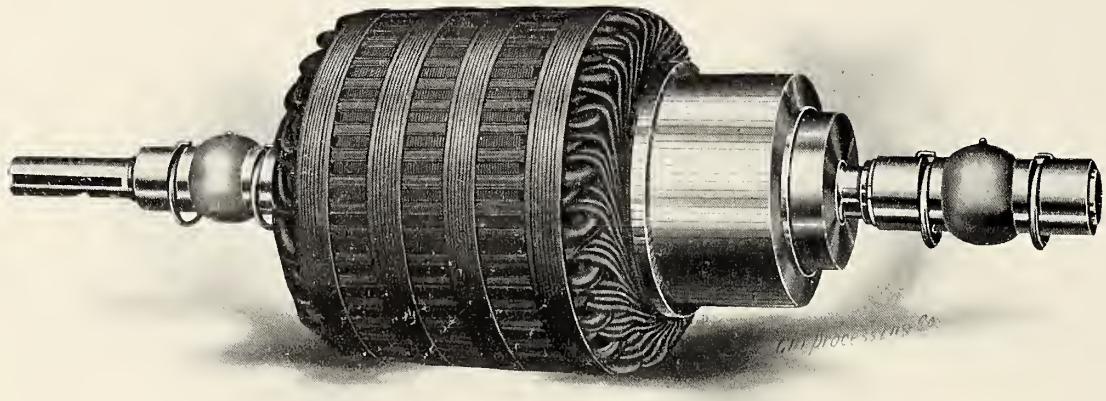
GUTENBERG MACHINE COMPANY
WILL S. MENAMIN, PRESIDENT AND GENERAL MANAGER
545 - 547 - 549 Wabash Avenue, CHICAGO, ILL.

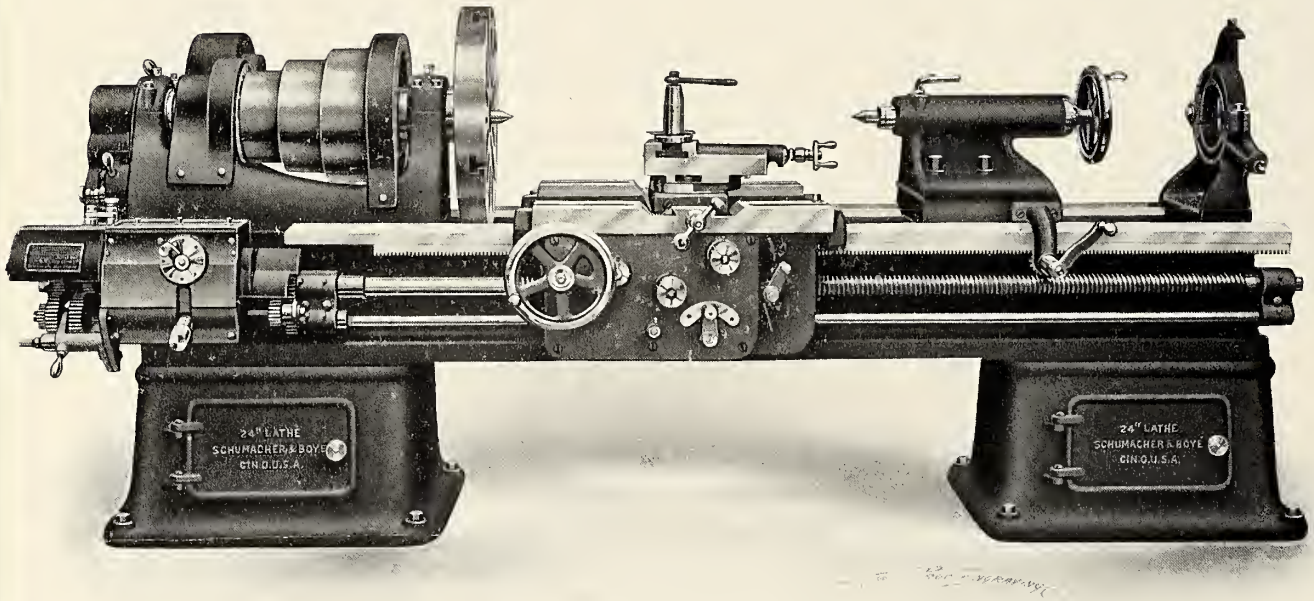


BLACK, 5505. YELLOW, 0642. BLUE, 5891.

The Queen City Printing Ink Company

Cincinnati Chicago Boston Philadelphia Kansas City, Mo. Minneapolis





The Queen City Printing Ink Co.

CINCINNATI BOSTON PHILADELPHIA

CHICAGO KANSAS CITY MINNEAPOLIS

Especially adapted for High-Class Catalogue Work

Note Tone, Covering Capacity Cleanliness, Etc.

ANNIVERSARY NO. 5822 HALF TONE BLACK



Strathmore Talks

[No. 12]

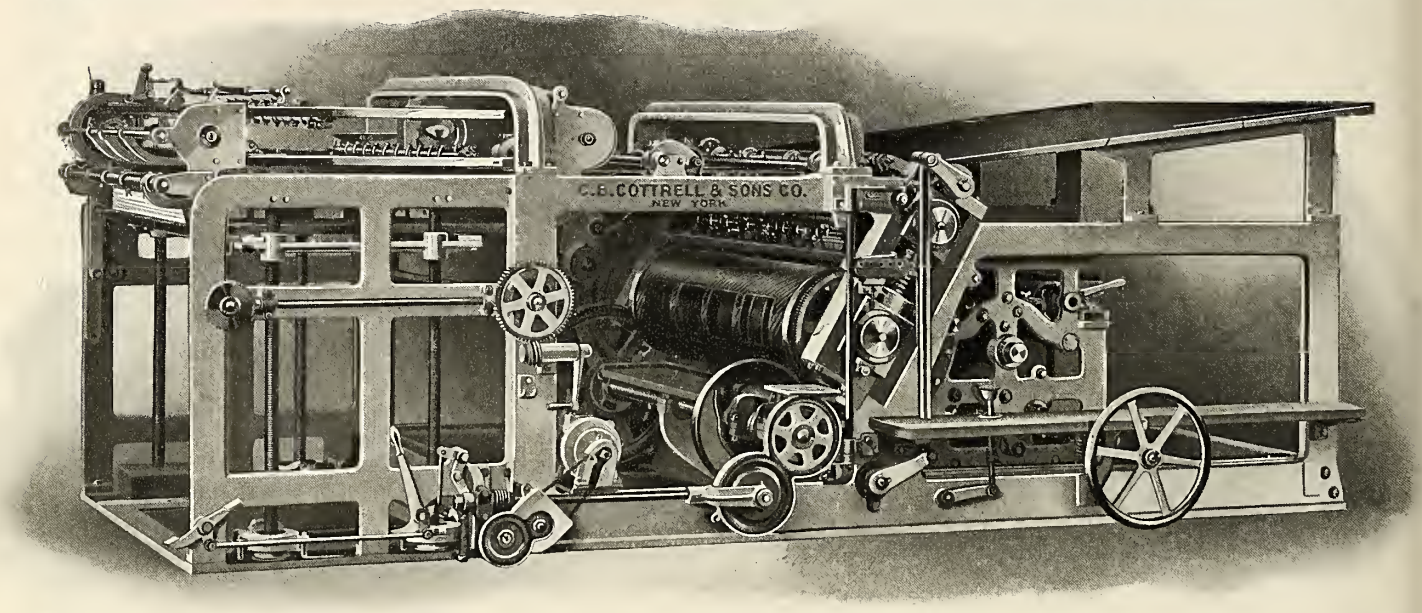
¶ Confidence is the backbone of business and whatever you can do to create that feeling is worth more than the cost. You may have the goods and you may have the right proposition, but if you don't create confidence you don't do business.

¶ The above is an introduction to two big factors in creating confidence — Stationery and Advertising Literature. Until we have had business relations with a concern we are usually judged by these two things.

¶ STRATHMORE PARCHMENT can tell your correspondents what you are better than you can. The "STRATHMORE QUALITY" Book and Cover Papers for your advertising literature will back up your stationery.

¶ These papers are manufactured by the Mittineague Paper Company (The "STRATHMORE QUALITY" Mills), of Mittineague, Mass. Their "STRATHMORE QUALITY" sample-books will gladly be sent to responsible people.

Cottrell Sheet Feed Rotary



STANDING beside a Cottrell Sheet Feed Rotary the other day, its owner said, "See how fast those sheets pile up! I can't believe it is actually running 3,000 per hour without pulling out my watch. It makes less fuss about 3,000 per hour than my flat-beds do at half that. Just look at the clean, beautiful printing of those half-tones—I would not have believed it possible at such speed. I tell you this press solves a lot of problems for us. We get quicker delivery, have more room, less expense, and need only half as many plates to get out on time—and it gives us a chance to make some good money."

DO YOU Want to know more about the Cottrell Sheet Feed Rotary? Want to see it in operation?

At your service:

C. B. COTTRELL & SONS CO.

25 Madison Square North, New York (Note new New York address) 279 Dearborn Street, Chicago

Works: Westerly, R. I.

OLD HAMPSHIRE BOND

"LOOK FOR THE WATER-MARK"

A sheet of paper which introduced a new element into business correspondence; a factor which the most progressive business men take into account.

It gives to the letter that subtle touch of agreeableness not adequately described as "quality"; an impression, without a recollection of detail, akin to that made upon one by the well-dressed man or woman. Business letters on Old Hampshire Bond have an atmosphere of refinement not attained by ordinary papers. Old Hampshire Bond is not made for esthetics: it is sold to hard-headed business men, on the assumption that it is profitable to make your customers and prospective customers think well of your concern and your goods.

Samples upon request.

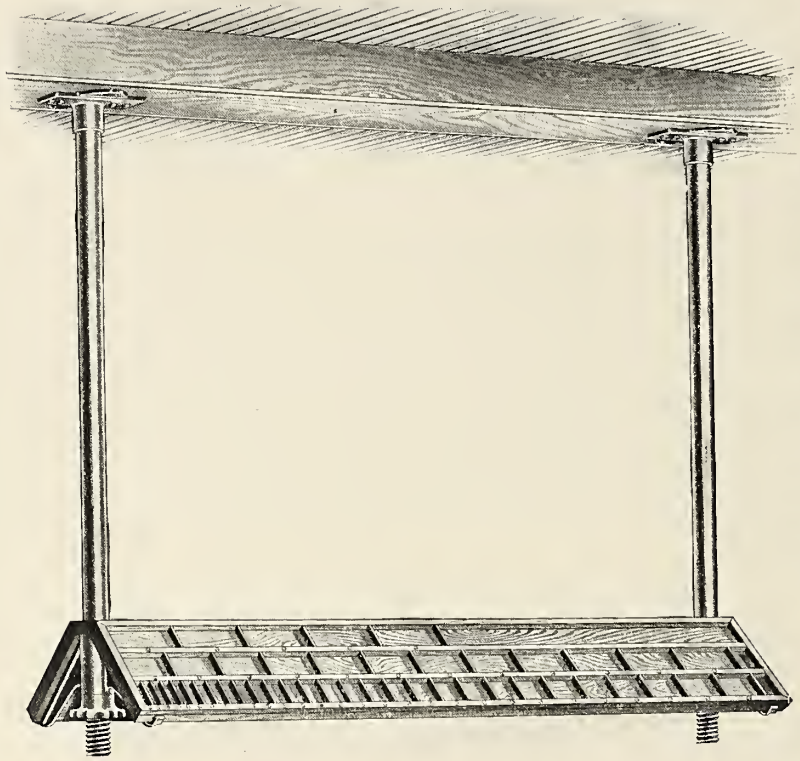


Hampshire Paper Company

We are the only paper makers in the world making Bond Paper exclusively

South Hadley Falls, Mass.

Hamilton's MODERNIZED COMPOSING-ROOM FURNITURE



is brushing the cobwebs from antiquated composing-rooms throughout the world.

No printer since the day of Gutenberg has enjoyed such opportunities as are now available in the way of space-saving and labor-saving composing-room furniture.

Modernized composing-room furniture without cost.

The saving occasioned in the course of a single year's business will pay the entire cost of installation.

This result has been so frequently accomplished and acknowledged by our customers through the testimonial letters which have appeared in connection with our advertisements that we do not believe any reasoning printer will question the statement.

And right here we come back to the pertinent question:

What would a saving of 50 per cent in floor space and 33⅓ per cent in labor mean to you?

HANGING COLUMN RULE BANK

This bank is for the convenience of the make-up man and should be attached to the ceiling directly over the make-up stone. It will be found of great convenience in newspaper offices, where every minute that can be saved in the time of the make-ready is of the greatest importance.

The bank is double-faced, the same lengths of rule being accommodated on both sides. However, each side could be made to accommodate different lengths if required.

A convenient way of using a bank of this kind is to put column-rules on one side and metal furniture or leads and slugs on the other side.

The illustration shows a bank divided to take column-rules in lengths varying by half picas from 3½ to 10 picas, inclusive, and from 10 to 42 picas, varying by single picas, with an extra long blank space for odd and full length rules.

The supporting pipes should be cut to meet the requirements and to bring the bank to a convenient working height. The ends of the supporting pipes are threaded, so that the bank can be raised or lowered to the extent of 6 inches.

As ordinarily made, the bank is 72 inches long and 12 inches wide on each side; made for one tier of column-rules, the compartments being about ⅝ inch deep.

These banks can be made in any size desired, and prices and drawings will be submitted on receipt of specifications.

LIST PRICE

For 72-inch bank, double-faced, 12 inches wide:

Brass-lined	$75.00	Less usual discounts.
Zinc-lined	60.00	
All wood, unlined	50.00	

A word to us or to your nearest supply house will bring an expert to your establishment, who will show you what can be accomplished in YOUR plant. It will be up to us to show you possible results.

If you are interested in this vital question of composing-room equipment, send for a copy of "Composing-room Economy." It shows the floor plans and tells graphically of the results accomplished in more than thirty representative plants.

We are interested in the question of Modernized Furniture and we would like to have your representative show us a floor plan of our composing-room as you would rearrange it, with a view to our installing such furniture as you can show us would soon be paid for in the saving accomplished.

Name .....

Street and No. .....

City..... State.....

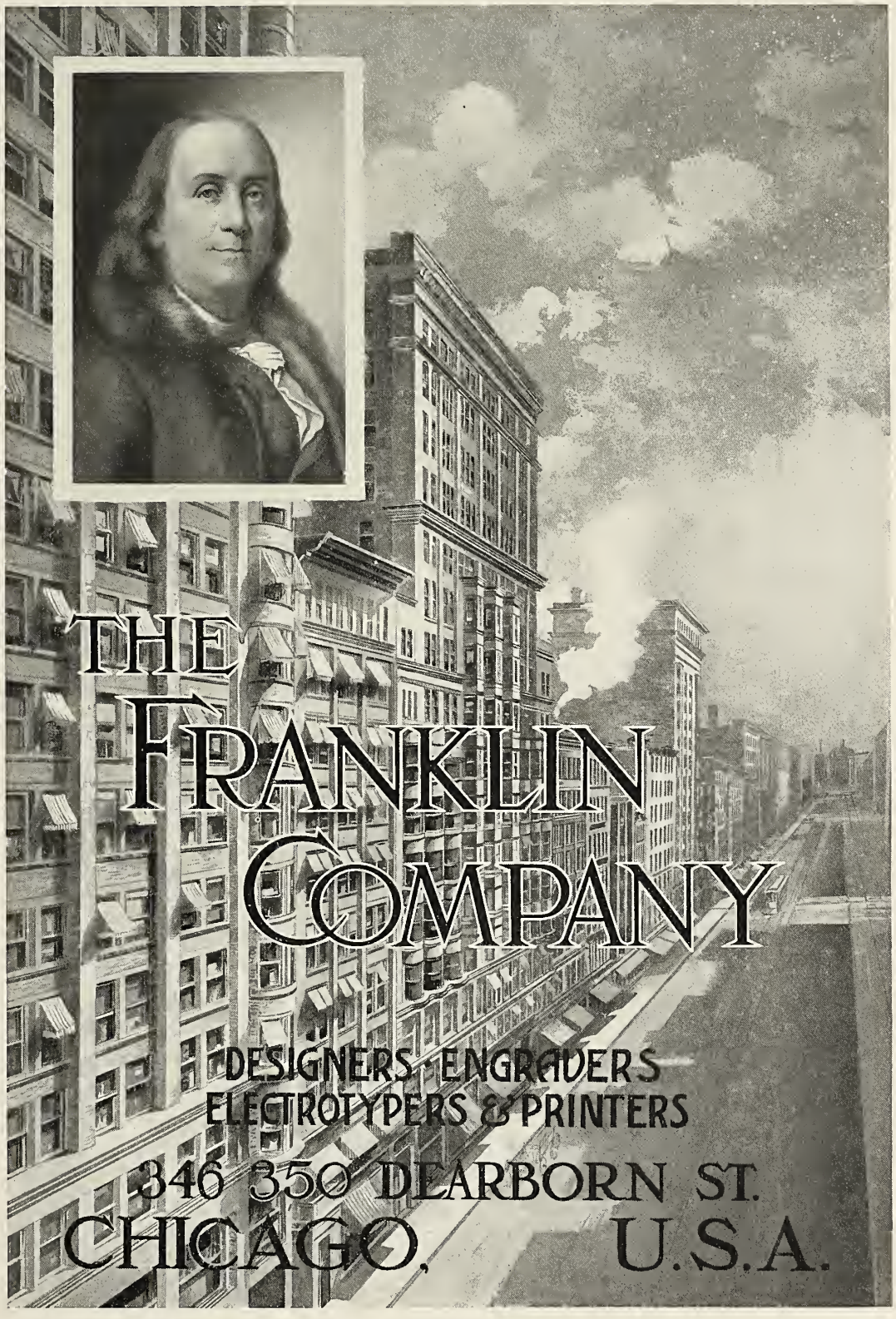
Have you a copy of "Composing-room Economy"? .....

THE HAMILTON MFG. CO.

Main Office and Factories . . TWO RIVERS, WIS.
Eastern Office and Warehouse . . RAHWAY, N. J.

ALL PROMINENT DEALERS SELL HAMILTON GOODS

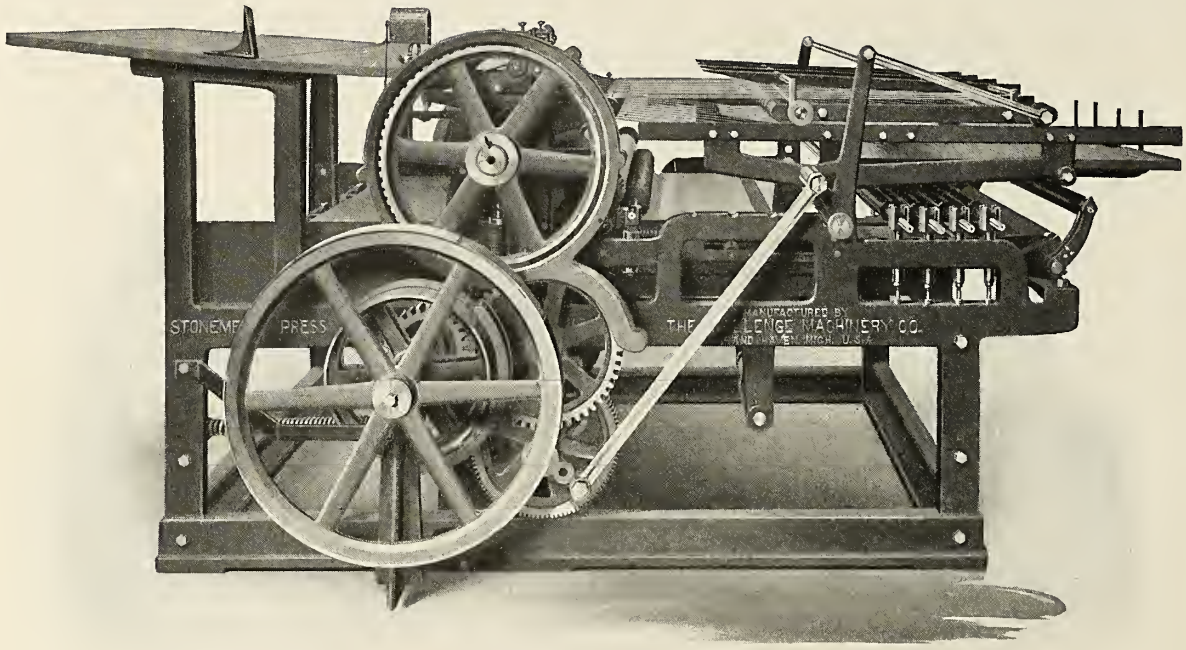
A VALUABLE LINE GAUGE, graduated by picas and nonpareils, mailed free to every inquiring printer.


THE
FRANKLIN
COMPANY
DESIGNERS · ENGRAVERS
ELECTROTYPERS & PRINTERS
346 350 DEARBORN ST.
CHICAGO, U.S.A.

Stonemetz
Two-Revolution

THE CHALLENGE MACHINERY CO. GRAND HAVEN, MICH. U.S.A. LABELING MACHINES DEVICES

Stonemetz
Two-Revolution



A Simple Statement of Facts

IN pushing the sale of the **Stonemetz Two-Revolution Two-Roller Cylinder Press** we are making no extravagant claims. The simple statement of facts concerning its construction, coupled with the actual performance of the presses now in daily use, are the only arguments necessary to keep the demand ahead of the supply.

¶ Simplicity is the key-note of Stonemetz success—reduction in the number of parts and elimination of complicated mechanism enable us to produce an efficient, medium-priced two-revolution press. The price is right—fixed by the actual cost of production—and liberal enough to insure high-class workmanship and material.

¶ The Stonemetz is built in three popular sizes—25 x 33, 26 x 38 and 29 x 42—furnished with printed-side-up (fly) or printed-side-down (carrier) delivery at the option of the purchaser. All of these presses will run easily at a speed of two thousand impressions per hour, and the quality of work produced will equal the product of higher-priced machines of the same class.

¶ We will be pleased to mail complete descriptive matter to interested parties upon request. Write to-day.

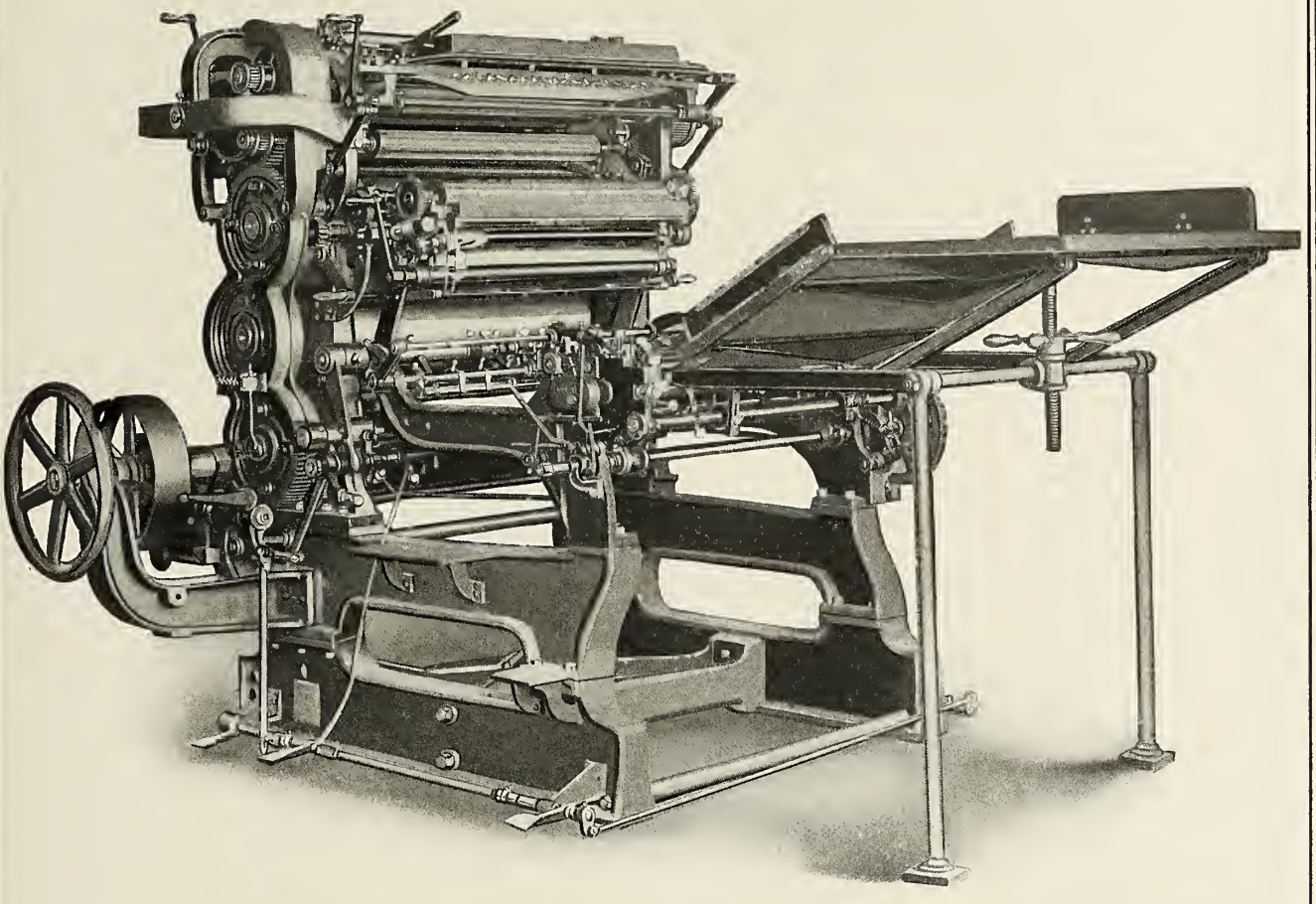
The Challenge Machinery Co.

Grand Haven, Mich., U. S. A.

Salesroom and Warehouse, 194-196 Fifth Ave., Chicago

Every Offset Press a Harris

in the States of Alabama, Arkansas, Florida, Georgia, Louisiana, North Dakota, Oregon, South Carolina, Utah, Virginia, Washington and West Virginia.



The above statement is significant when it is known that there are *no* States in the Union which boast any offset presses of any make in which the Harris is not represented largely. A good illustration of the ratio is shown in Missouri, in which State there are *twenty-two* offset presses of various makes, and *seventeen* of them are Harris. Do you want to be shown?

THE HARRIS AUTOMATIC PRESS CO.

CHICAGO OFFICE
Manhattan Building

FACTORY
NILES, OHIO

NEW YORK OFFICE
1579 Fulton
Hudson Terminal Building

LABOR-SAVING **Kidder Machinery** MONEY-MAKING

ROTARY PRINTING PRESSES

MEAN

Large Output *First-class Work* *Reduced Cost*

Have you a difficult job on hand—one you can not turn out profitably on your cylinder presses? Let us know about it. We can help you. We can submit you particulars of a **Rotary Printing Press** that will handle your work in a manner thoroughly satisfactory and with profit.

Kidder Press Co. Main Office and Works **Dover, N. H.**

CANADA:
THE J. L. MORRISON CO.
TORONTO

NEW YORK OFFICE:
261 BROADWAY
GIBBS-BROWER CO., Agents

GREAT BRITAIN:
JOHN HADDON & CO.
LONDON

For Profitable Summer Reading

Send to nearest selling house of the American Type Founders Company for their descriptive literature of the

"Boston" Wire Stitcher

and be informed as to the superior features of this Superior Stitcher.

Above in the new and already popular Century Oldstyle Bold, with Bulfinch Border


The Ault & Wiborg Co
MANUFACTURERS OF
LETTERPRESS AND
LITHOGRAPHIC
PRINTING
INKS
CINCINNATI • NEW YORK • CHICAGO • ST LOUIS
BUFFALO • PHILADELPHIA • MINNEAPOLIS
SAN FRANCISCO • TORONTO • HAVANA • CITY OF
MEXICO • BUENOS AIRES • PARIS • LONDON

What do *you* know about Zinc Plates?

¶ Most zinc plates are sold at an absurdly high price. A&W Zinc Plates, any size, any style grain at 15c. per square foot, are backed up, every inch, by our reputation

If
your information is limited or
hazy, you need

Zincology

(THE BOOKLET THAT TELLS)

THE possibilities of printing from zinc are so ***very*** big that when we got into the subject, enthusiasm took the place of curiosity. We've put some of these pertinent facts into print so you can absorb them quickly.

Obey that impulse
and write for the booklet before your
competitor does

¶ IT'S THE PRINTER WHO DOES IT WHILE THE OTHERS ARE SAYING "IT CAN'T BE DONE," WHO SHAKES HANDS WITH SUCCESS

THE AULT & WIBORG COMPANY

Cincinnati

New York *Chicago* *St. Louis* *Buffalo* *Philadelphia*
Minneapolis *San Francisco* *Toronto* *Montreal* *Havana*
City of Mexico *Buenos Aires* *Paris* *London*

The PREMIER

The Whitlock Pony

The High-speed Newspaper Press

THE LATEST
AND
THE BEST

All leaders in their respective fields

Let us tell you about them

AGENCIES

Chicago, St. Louis, Cleveland, Cincinnati, Detroit, Minneapolis, Kansas City, Denver, Los Angeles, San Francisco, Spokane, Seattle, Dallas—AMERICAN TYPEFOUNDERS CO.
Atlanta, Ga.—Messrs. J. H. SCHROETER & BRO., 133 Central Ave.
Toronto, Ont.—Messrs. MANTON BROS., 105 Elizabeth St.
Halifax, N. S.—PRINTERS' SUPPLIES, Ltd., 27 Bedford Row.
London, Eng.—Messrs. T. W. & C. B. SHERIDAN, 65-69 Mt. Pleasant, E. C.
Sydney, N. S. W.—Messrs. PARSONS & WHITMORE, Challis House, Martin Place.

The WHITLOCK PRINTING-PRESS MANUFACTURING COMPANY
DERBY, CONN.

NEW YORK, 23d Street and Broadway
Fuller (Flatiron) Building

BOSTON, 510 Weld Building, 176 Federal Street



How Long Will You Stand This Handicap?

CHAINED to obsolete make-shifts, trusting to handsaw, knife and scissors for trims that ought to be perfect, wedging and plugging to get a justification that should be positive and exact—taking risk after risk with unsafe lock-up—how long are you going to shackle yourself with this needless loss and delay.

It's Time Now for You to Connect With

The Miller Saw-Trimmer

The only machine that unites sawing-and-trimming in a single operation, and performs this and sundry other functions such as beveling, mitering, mortising and the like, **all precisely to point measurement.** It handles cuts of all kinds, slugs, rule and every other item of make-up, reducing them exactly to points in every dimension—insuring automatic justification and positive lock-up.



Patented April 9th, 1901, and May 18th, 1909. Other patents pending.

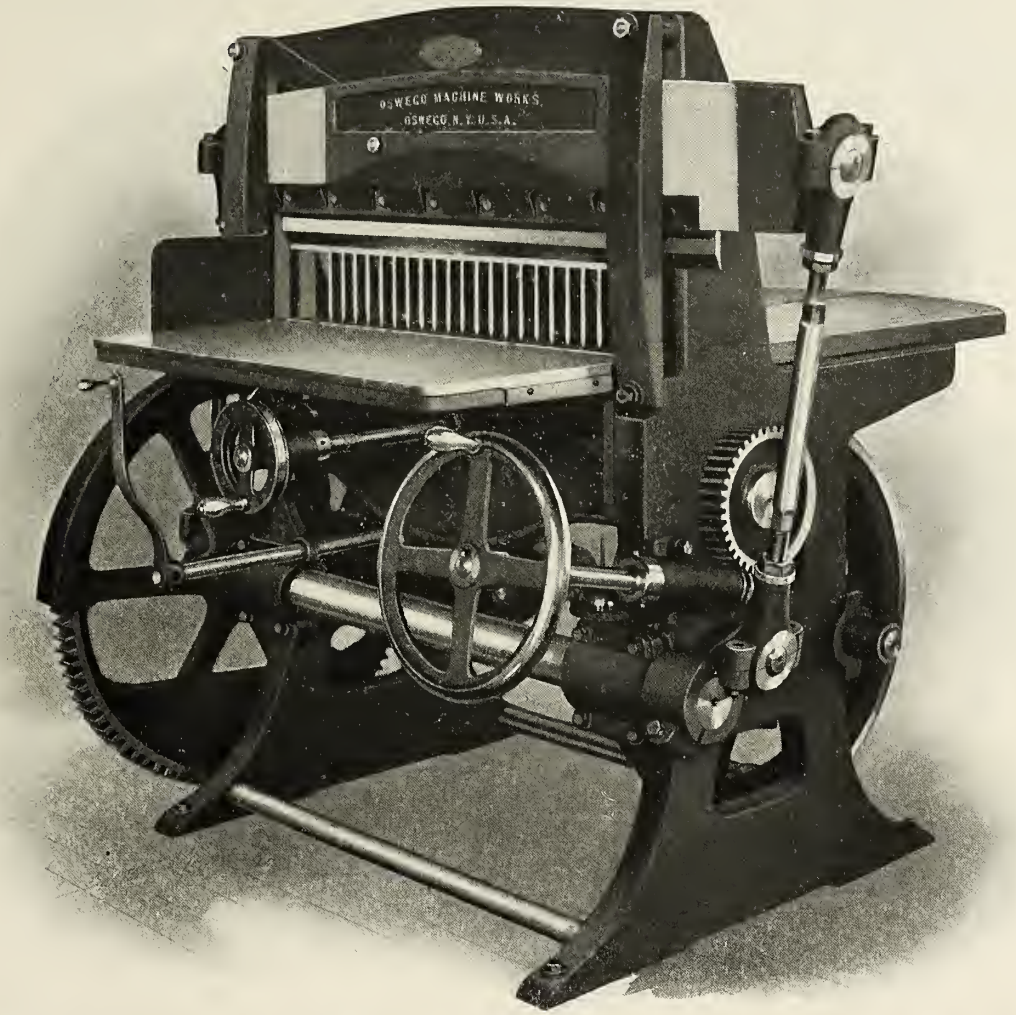
The Miller Saw-Trimmers are fully covered by U.S. and foreign patents and pending applications, controlled exclusively by Miller Saw-Trimmer Co., who will vigorously protect its rights therein.

What Are Your Grounds for Not Making It Earn a Month's Profit for You at Our Expense?

With you to be the only judge of merit, how can you lose by accepting our thirty-day free earning-test of the Miller? Isn't it the best of good business to write us about it now?

MILLER SAW-TRIMMER CO. MILWAUKEE

Miller Saw-Trimmer Co.
Milwaukee



THE NEW SEMI-AUTO OSWEGO

and HEAVY TYPE BROWN & CARVER CUTTERS Enable About 30 Per Cent Greater Output with One-third Less Effort.

SOME USERS OF THIS STYLE ARE—Prudential Insurance Co., Newark, N. J.; Buffalo Bank Note Co., Buffalo, N. Y.; Philadelphia Rapid Transit Co., Philadelphia, Pa.; Herald Publishing Co., Cleveland, Ohio; Yawman & Erbe Mfg. Co., Newmarket, Ont.; California Card Mfg. Co., San Francisco, Cal.

This pictures only one of the **ninety** sizes and styles of cutters that are made at Oswego as a specialty. Each Oswego-made cutter, from the little 16-inch Oswego Bench Cutter up to the large 7-ton Brown & Carver Automatic Clamp Cutter, has at least three points of excellence on Oswego Cutters only. Ask about the Vertical Stroke Attachments for cutting shapes.

It will give us pleasure to receive your request for our new Book No. 8, containing valuable suggestions derived from over a third of a century's experience making cutting machines exclusively. Won't you give us that pleasure?

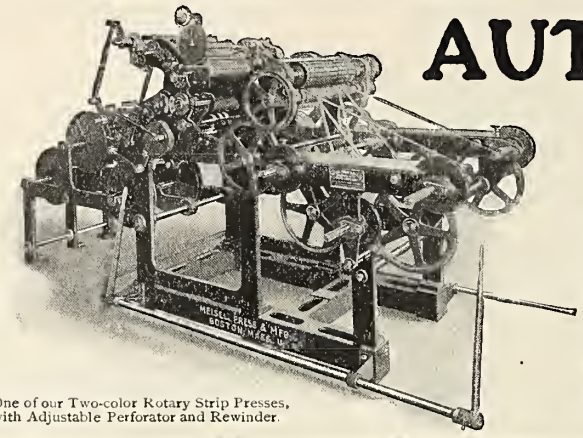
OSWEGO MACHINE WORKS

NIEL GRAY, JR., Proprietor

Main Office and Works, OSWEGO, N. Y.

NEW YORK BRANCH, 150 Nassau Street
W. S. TIMMIS, Manager

CHICAGO BRANCH, 241 Monadnock Block
J. M. IVES, Manager



One of our Two-color Rotary Strip Presses, with Adjustable Perforator and Rewinder.

AUTOMATIC PRESSES

BED, PLATEN OR ROTARY
for producing finished products in one operation

WE ALSO MANUFACTURE
SLITTERS—For All Classes of Roll Products.
TOILET ROLL PAPER MACHINERY—Hard or Soft Rolls
SPECIAL PRESSES—Designed and Built to Order

MEISEL PRESS & MFG. CO.
FACTORY
944-948 Dorchester Ave., BOSTON, MASS.

TELEPHONE HARRISON 4230

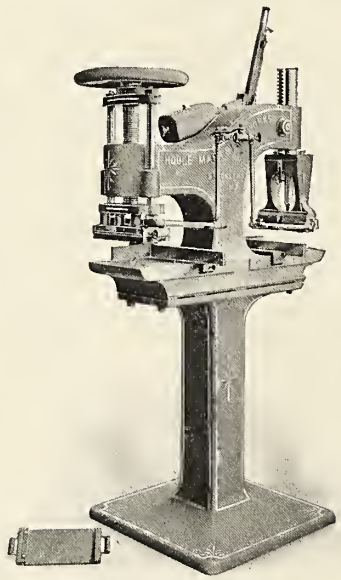
Waltones

NONE BETTER

THE INLAND-WALTON ENGRAVING CO.
120-130 SHERMAN STREET
CHICAGO

HOOLE MACHINE & ENGRAVING WORKS

29-33 Prospect Street 111 Washington Street
BROOKLYN, N. Y.



"HOOLE" Hand Pallet and Stamping Press

Manufacturers of
End-Name, Numbering, Paging and Bookbinders' Machinery and Finishing Tools of all kinds.

"Imitation is the Sincerest Flattery"

FOR OVER TWENTY-FIVE YEARS OUR

$1.00 Insurance Policy Ink

Has stood at the head of all Job Inks for printing on hard-surface papers, drying quickly with a gloss, and not offsetting. Other houses have tried unsuccessfully to imitate it, but our process of making this Ink makes it unqualifiedly the *Finest Grade of Job Ink* on the market.

On receipt of one dollar we will forward by express prepaid one pound to any part of the United States or Canada.

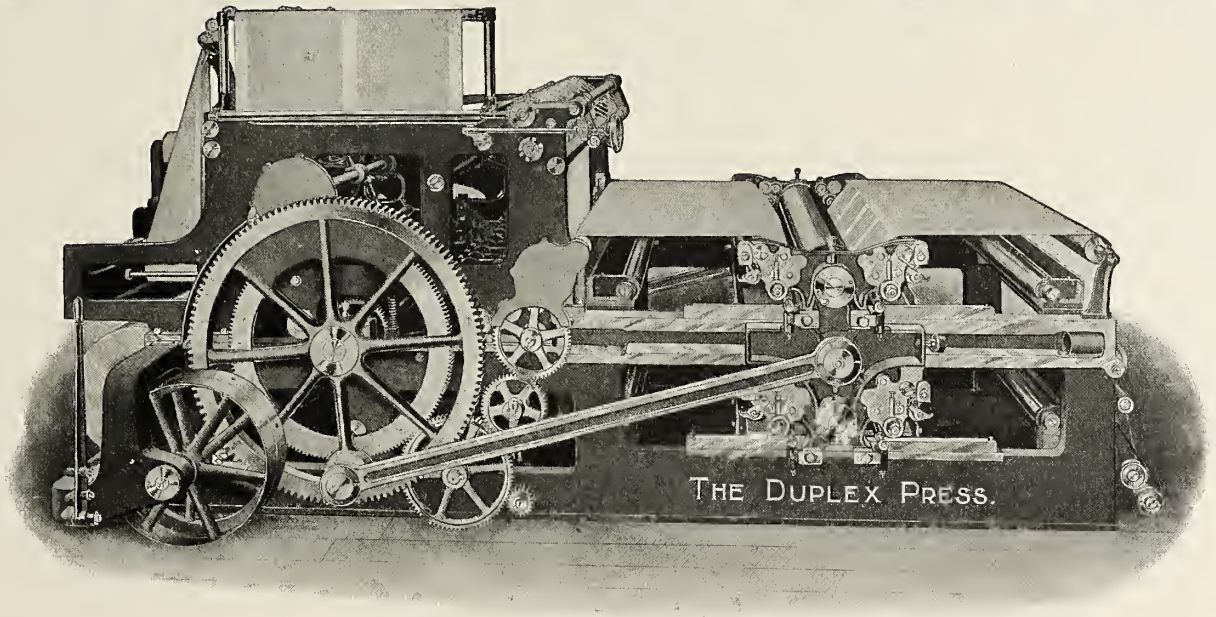
FRED'K H. LEVEY CO.

FRED'K H. LEVEY, President CHAS. BISPHAM LEVEY, Treasurer
CHAS. E. NEWTON, Vice President WM. S. BATE, Secretary

Manufacturers of High Grade Printing Inks

NEW YORK, 59 Beekman St. CHICAGO, 357 Dearborn St.
SAN FRANCISCO, 653 Battery St. SEATTLE, 411 Occidental Ave.

THE DUPLEX



Flat-Bed Web Perfecting Newspaper Press

Prints 5,000 to 6,000 per hour of either 4-, 6-, 8-, 10-, or 12-page papers

WITHOUT STEREOTYPING

IN USE THROUGHOUT THE WORLD AND THE DEMAND CONSTANTLY INCREASING

Kingston, Jamaica, *Cleaner*
Twin press; third purchase
Grand Junction, Colo., *News*
Launceston, Tasmania, *Telegraph*
Habana, Cuba, *El Triumfo*
Twin presses
Quebec, Que., *La Vigie*
Quincy, Mass., *Ledger*
Davenport, Iowa, *Der Demokrat*
12-page
Aberdeen, Wash., *World*
Freeport, Ill., *Standard*
Cobalt, Ont., *Nugget*
12-page
Appleton, Wis., *Volksfreund*
Moundsville, W. Va., *Echo*
Greenville, S. C., *Piedmont*
10-page
Mexico, D. F., *Luis M. Rojas*
Salina, Kan., *Union*
Toronto, Can., *Ontario Press, Ltd.*
10-page
Fremont, Neb., *Tribune*
Laporte, Ind., *Argus-Bulletin*
Clarksburg, W. Va., *Telegram*
12-page
New York, N. Y., *Trade Record*
Buenos Aires, S. A., *Herald*
12-page
Norwich, N. Y., *Sun*
Coshocton, Ohio, *Tribune*
Great Falls, Mont., *Tribune*
Twin presses
Bakersfield, Cal., *Californian*
Flushing, N. Y., *Journal*
Spartanburg, S. C., *Journal*
10-page
Milwaukee, Wis., *Times*
Enid, Okla, *Eagle*
Shamokin, Pa., *Dispatch*
10-page
Lake Charles, La., *American-Press*
Bartlesville, Okla., *Enterprise*
Towanda, Pa., *Review*
10-page

SOME of OUR RECENT CUSTOMERS

Marshall, Mich., *Chronicle*
Ottawa, Kan., *Republic*
Albany, Ga., *Herald*
10-page
Lawrence, Kan., *World*
Lawrence, Kan., *Journal*
Dunkirk, N. Y., *Herald-Advertiser*
10 page
Berlin, Ont., *News-Record*
Ogdensburg, N. Y., *News*
Ogdensburg, N. Y., *Republican & Journal*
10-page
Durham, N. C., *Sun*
Gary, Ind., *Post*
Olean, N. Y., *Times*
12-page
Vera Cruz, Mex., *La Opinion*
Corpus Christi, Tex., *Caller*
Hazleton, Pa., *Plainspeaker*
10-page
Sherman, Tex., *Democrat*
Urbana, Ohio, *News*
Habana, Cuba, *Diario Español*
12-page
Columbia, Mo., *Tribune*
Columbia, Mo., *University Missourian*
Butler, Pa., *Citizen*
10-page
Modesto, Cal., *Herald*
Brownsville, Tex., *Herald*
Beloit, Wis., *Free Press*
10-page
Wichita Falls, Tex., *Times*
Chihuahua, Mex., *El Correo*
Missoula, Mont., *Missoulian*
12-page
New York, N. Y., *Glas Naroda*
Kearney, Neb., *Hub*
12-page
Aberdeen, S. D., *Freie Presse*
Bradford, Pa., *Star*
12-page
Galt, Ont., *Reformer*
Cordova, Argentine, S. A.
12-page
Beloit, Wis., *News*
Centralia, Ill., *Sentinel*

OUR CUSTOMERS WRITE OUR ADS

DUPLEX PRINTING PRESS CO.

BATTLE CREEK MICH., JULY 1, 1910

LONDON ADDRESS: LINOTYPE & MACHINERY, LTD., 188 FLEET STREET

"Globetypes"

Electros From Halftones

The Best the World has Ever Seen

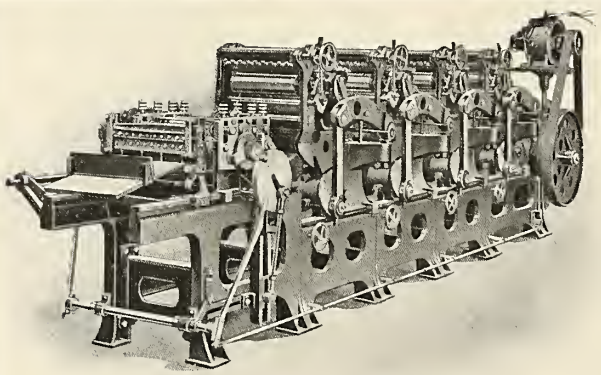
The evidence of a **"Globetype"** from a 400-line halftone (160,000 dots to the square inch) printed with the original for comparison, is yours for the asking.

GLOBE ENGRAVING & ELECTROTYPE COMPANY

407-427 Dearborn Street, - - - - Chicago.

We also make designs, drawings, halftones, zinc etchings, wood and wax engravings, but—we do no printing. Our scale of prices is the most complete, comprehensive and consistent ever issued. With it on your desk the necessity for correspondence is practically eliminated. ***This adv. is printed from a "GLOBETYPE."***

From Roll to Finished Product



The CASIMIR Printing-Press

PERFORMS THE WORK OF THREE OR FOUR MACHINES AT ONE OPERATION, taking paper from the roll and delivering the finished product, printed on either or both sides in as many colors as desired, numbered, perforated, slit, creased, gummed, folded, collated, rewound, sheared, etc.

The fastest and most economical printing-press in the world.

A few of the many advantages of the CASIMIR Printing-Press are:

- ***PERFECT DISTRIBUTION OF INK, flat plates or type (not curved plates).***
- ***PERFECT REGISTER up to 8,000 impressions per hour.***
- ***BUILT ON THE UNIT SYSTEM, making possible the addition of extra sections or attachments at any time.***

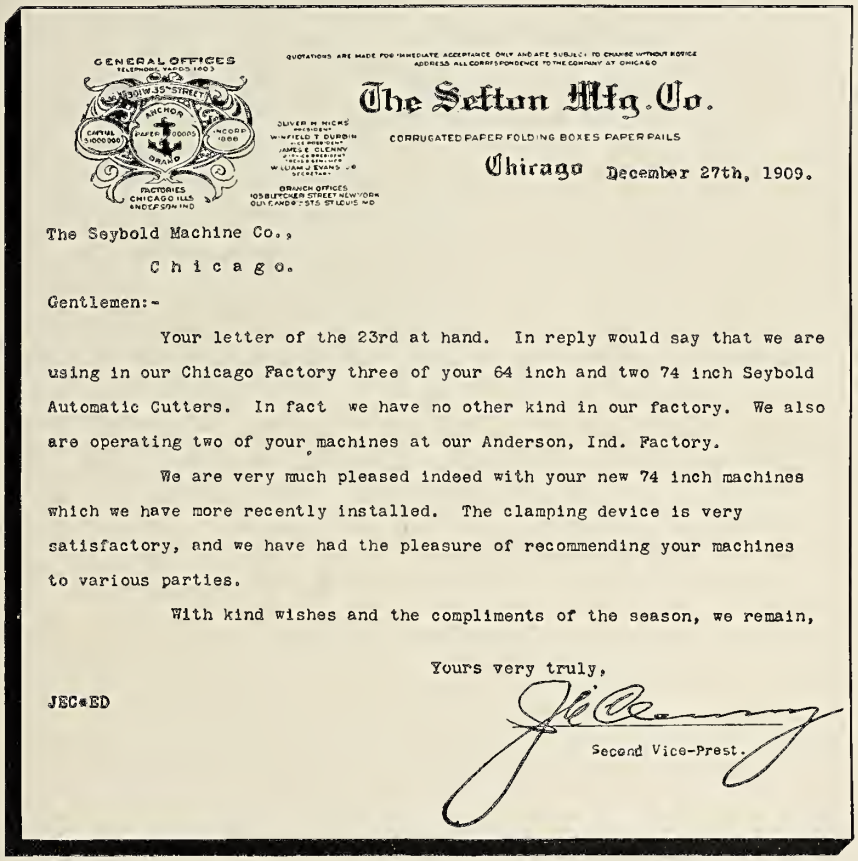
Adaptable to most any class of work; built in three sizes to fit all requirements; rigid and substantial construction; insures an unyielding impression and long life. Send to-day for catalogue and further details. If samples of work are sent, quotations will be made promptly.

CASIMIR VON PHILP COMPANY, Bethlehem, Pa., *Manufacturers.*

Sole Selling Agents West of and Including Cincinnati:
A. F. WANNER & CO.
340-342 Dearborn St., Chicago, Ill.

Sole Selling Agents East of Cincinnati:
ANDREWS & MARSH MFG. CO.
540 Pearl St., New York

Nothing but Seybolds



GENERAL OFFICES

QUOTATIONS ARE MADE FOR IMMEDIATE ACCEPTANCE ONLY AND ARE SUBJECT TO CHANGE WITHOUT NOTICE
ADDRESS ALL CORRESPONDENCE TO THE COMPANY AT CHICAGO

The Sefton Mfg. Co.

CORRUGATED PAPER FOLDING BOXES PAPER PAILS

Chicago December 27th, 1909.

The Seybold Machine Co.,

Chicago.

Gentlemen:-

Your letter of the 23rd at hand. In reply would say that we are using in our Chicago Factory three of your 64 inch and two 74 inch Seybold Automatic Cutters. In fact we have no other kind in our factory. We also are operating two of your machines at our Anderson, Ind. Factory.

We are very much pleased indeed with your new 74 inch machines which we have more recently installed. The clamping device is very satisfactory, and we have had the pleasure of recommending your machines to various parties.

With kind wishes and the compliments of the season, we remain,

Yours very truly,

JEC•ED

Second Vice-Prest.

A condition that prevails pretty generally in plants where Seybold Cutters are once given an opportunity of demonstrating their peculiar fitness and numerous superior qualities.

The Seybold Twentieth Century Cutting Machine

is the embodiment of strength and rigidity.

Eight hundred users proclaim it mechanically correct. It has in addition to a *very efficient automatic brake* the **Seybold Patented Locking Device** which *doubly* insures the knife remaining up after the clutch is released. *No such device is to be found on Cutters of other makes.*

Our booklet "TESTIMONY" is interesting. Let us send it.

THE SEYBOLD MACHINE CO.

Makers of Highest Grade Machinery for Bookbinders, Printers, Lithographers, Paper Mills, Paper Houses, Paper-Box Makers, etc.

Embracing — Cutting Machines, in a great variety of styles and sizes, Book Trimmers, Die-Cutting Presses, Rotary Board Cutters, Table Shears, Corner Cutters, Knife Grinders, Book Compressors, Book Smashers, Standing Presses, Backing Machines, Bench Stampers; a complete line of Embossing Machines equipped with and without mechanical Inking and Feeding devices.

Home Office and Factory, DAYTON, OHIO, U.S.A.

BRANCHES: New York, 70 Duane Street; Chicago, 310 Dearborn Street.
AGENCIES: J. H. Schroeter & Bro., Atlanta, Ga.; J. L. Morrison Co., Toronto, Ont.; Toronto Type Foundry Co., Ltd., Winnipeg, Man.; Keystone Type Foundry of California, 638 Mission St., San Francisco, Cal.; Venney Printers Supply Co., 150 S. Ervay St., Dallas, Tex.

WARNING!

AS IS WELL KNOWN throughout the newspaper world, we recently brought out a Stereotype Rotary Press of such novel construction and superior advantages that it at once attracted universal attention and secured the general approval of newspaper publishers. This press is now in use in a large number of important offices throughout the country, including the **New York World,** the **New York Journal of Commerce,** the **Toronto World,** the **Milwaukee Daily News,** the **Richmond Times-Dispatch,** the **Vancouver Province,** etc.

A close imitation of this machine is now being advertised by R. Hoe & Co., of New York. Our machine is fully protected by United States Patent No. 814,510, issued March 6, 1906, and by other patents belonging to us, and in order that no one may be unwittingly misled,

We Hereby Give Public Notice

that any party purchasing and using this or any other imitation of our press would at once become liable to **prosecution as an infringer.**

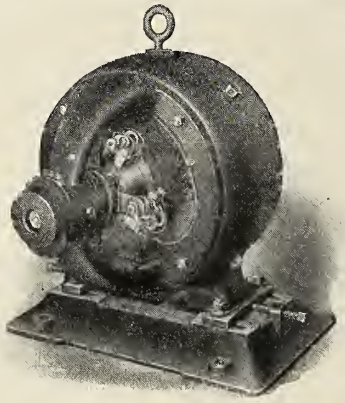
Having given this full and timely warning, we shall protect our rights.

Duplex Printing Press Co.

June 24, 1910 **BATTLE CREEK, MICHIGAN**

In the Print-Shop Peerless Motors

reign supreme for all kinds of service, being made especially for "print-shop" endurance and economy.



Our Friction Drive is an attractive proposition in point of space, and the insurance of steady and accurate service.

Our motors are built to meet the requirements of any size press.

Tell us what presses you contemplate equipping and we will advise you by return mail what it will cost you.

Ask for our illustrated catalogue, plans of selling, prices, etc.

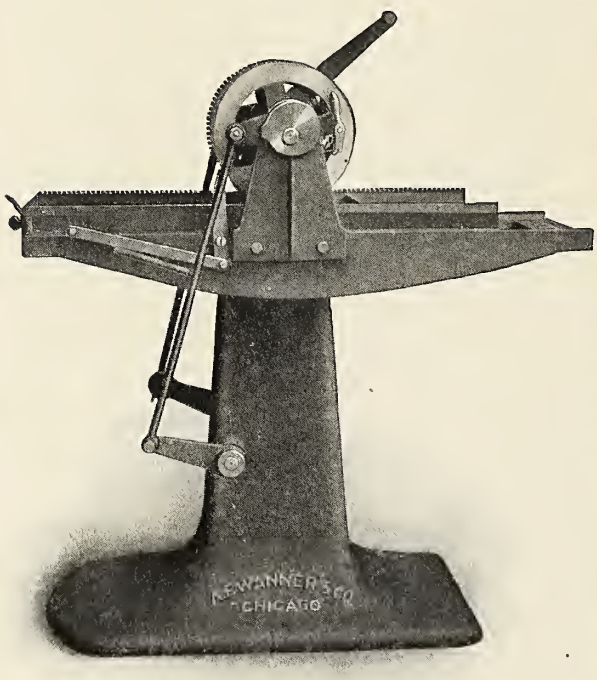
Built for direct current only.

THE PEERLESS ELECTRIC CO.

Factory and General Offices, WARREN, OHIO

CHICAGO, 226 West Superior St. NEW YORK, 43 West 27th St.

The Proof Press to take all your Proofs



MOST of the proving devices which have been on the market in the past have been adapted to only certain classes of proofing and consumed considerable time in operation. The **Potter Proof Press** will prove every class of matter—galley matter, page matter, cuts, half-tones, and even the most intricate three-color and presswork. In the **Potter Proof Press** we have applied the principles of a cylinder press, for hand operation—with all the many advantages, such as gripper feed, impression trip, continuous register rack, etc.—enabling you to take a proof more quickly than by any other method, better than has been heretofore possible. The **Potter Proof Press** is built in two convenient sizes, namely 10x25 and 16½x25 inches.

Catalogues and samples of work done on the machine will be mailed promptly on receipt of request.

Sold by Typefounders and Dealers everywhere

MANUFACTURED BY

A. F. WANNER & CO.

340 - 342 Dearborn Street, Chicago, Ill.



The overlay used on this cut is .008 in solids, .0055 in floor tone, .0035 in dark wall tone, .0025 in light wall tone and .001 in high-light.

This is the Same Cut

That was supposed to have been printed with a

Patent Metallic Overlay

on page 525 last month

¶ Owing to an oversight in the press room the "Metallic" Overlay was not used and the cut was printed with a "hand cut" overlay.

¶ "Hand cut" overlays require more time in the making than "Metallics."

¶ It is vital to your business to know which produces the best illustration from the same cut and paper.

¶ Compare this illustration carefully with the same cut on page 525 of the July issue of The Inland Printer and see if you can afford to run your plant without Patent Metallic Overlays.

Gilbert, Harris & Company

Owners and Licensors

When Properly Used

PATENT METALLIC OVERLAYS

They Are the Greatest Labor Saver of Modern Times

158-164 E. Harrison St.

Chicago.

¶ This vignetted cut ran from June, 1909, to June 1910, inclusive, in the advertising pages of the "INLAND PRINTER" with a Patent Metallic Overlay, this being the fourteenth issue of over 17,000, or a total of approximately a QUARTER OF A MILLION IMPRESSIONS

METALLIC OVERLAYS

Are fully covered by U. S. Patent No. 765,574

THE price of the "Cylinder" outfit complete, is $145.00 f. o. b. Chicago, and it is capable of producing all the overlays for practically any size plant. There is also a smaller outfit which we call the "Pony," that will make overlays up to 10½ x 14 in., and is suited to the small printer doing a moderate amount of half-tone work on one or two cylinder presses, at $60.00 f. o. b. Chicago.

The annual royalty charge for the use of the patented process is $1.00 per platen, $5.00 per flat bed cylinder and $10.00 per web press, covering every press in a plant.

Look at the other side of this sheet, make comparison as suggested and then install it at once.

The finer details of a "Metallic" cannot be produced by hand, regardless of the time consumed.

A discount rate is made where life license is paid in advance.

A special discount of 10% on August, 1910, outfits and licenses.

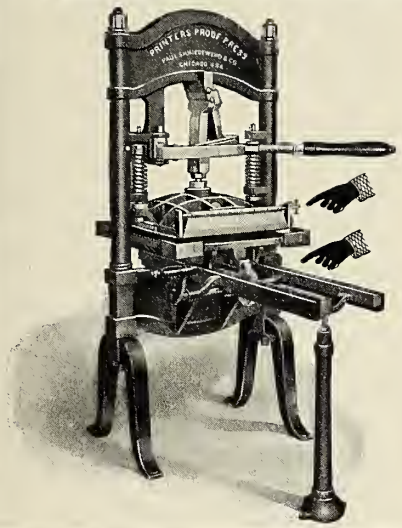
Get in the outfit and process at once and be ready for Fall business.

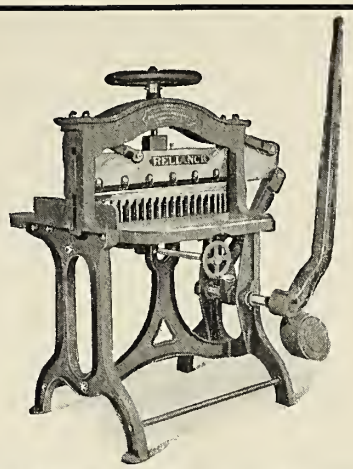
There is Profit in Quality Produced by "Metallics"

Gilbert, Harris & Company
158-164 East Harrison Street, Chicago, Illinois

THE FLAT IMPRESSION is the *only scientific way* to pull proofs, therefore, the *only correct way*. You can *settle* the Proof Press Question **permanently** by installing a **Shniedewend Printers' Proof Press,** because *it* insures *absolutely uniform impressions* — proofs as *good as press proofs* — proofs (results) that can not be obtained by any other method.

The new Rack and Pinion Bed Movement is a valuable feature of the Shniedewend Press. The Tympan-on-the-Platen Device is a great time-reducer on any hand press.





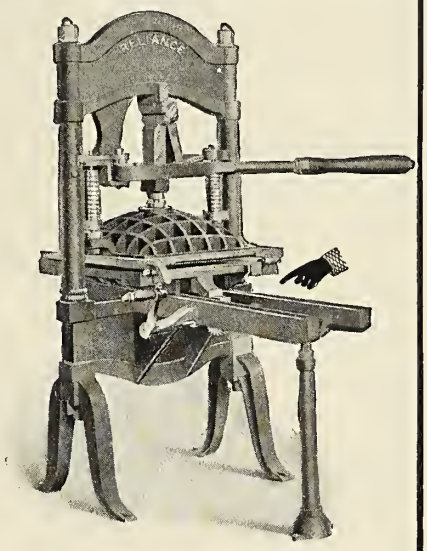
PERFECTION can only be gained through a perfect method. The interchangeable feature of the **Reliance Lever Paper Cutter** insures a machine nearest perfection, because it is a perfect mechanical method. This means the **"Reliance"** is built from correct principles which give it stability, rigidity, simplicity, accuracy and ease in cutting — results desired by all wide-awake printers.

Write for Circulars, giving prices and sizes of these machines, direct to the manufacturers

Paul Shniedewend & Co.
627 W. Jackson Blvd., CHICAGO, U. S. A.
OR TO YOUR DEALER

IT IS A POSITIVE FACT that the **"Reliance"** is the only recognized **Photo-Engravers' Proof Press** the world around, because it is the heaviest, most powerful, most durable and most dependable proof press on which to pull perfect proofs of half-tones and other cuts.

Also sold by Williams-Lloyd Machinery Co., Geo. Russell Reed Co., Toronto Type Foundry Co.



SULTAN COVER
FOR YOUR CATALOGUE

NP MILLS TRADE MARK

NP MILLS TRADE MARK

IN SULTAN COVER you will find the ideal covering for your catalogue. There are twelve rich colors from which to make a selection. The fabric is firm, tough and durable so that it will both protect and preserve the enclosed text pages.

WRITE ON YOUR BUSINESS STATIONERY
REQUESTING BOOK OF SULTAN COVERS.

NIAGARA PAPER MILLS
LOCKPORT, N. Y.



Brings Efficiency

Which Wins Higher Wages and Improved Conditions

A Cleveland compositor was working (with occasional lay-offs), for the scale of $18 a week.

He took the I. T. U. Course, and subsequently a Chicago employer offered him steady employment at $25, and more on top of that if he "fitted in."

The erstwhile "scale" compositor replied that he was getting more money in a small Ohio city, was practically his own boss, and so the offer was not alluring.

This compositor has no illusion as to cause of the change from hunting a job at the scale to being hunted by a job at 40 per cent more than the scale. He attributes it to the I. T. U. Course. In a letter to a Chicago friend, he says:

> "I may be in Chicago this summer. If so, the I. T. U. School will be the first place I shall visit, for my success during the past two years I owe to the I. T. U. Commission."

Is there need to say more? Why shouldn't you get into this student's class? Send postal for information to

THE I. T. U. COMMISSION

120 Sherman Street, Chicago, Ill.

Sold for less than actual cost—$23 for spot cash, or $25 in installments of $2 down and $1 a week till paid. Each student who finishes the Course receives a rebate or prize of $5 from the International Typographical Union.

It gives double wear where necessary——

To fully appreciate the real TYMPAN, you should ask us for free samples; then compare our specially manufactured TYMPAN and satisfy yourself of its super-strength.

Swederope Platine Tympan

is a product made up from a knowledge of what the printer requires, is made to wear where the wearing qualities are important.

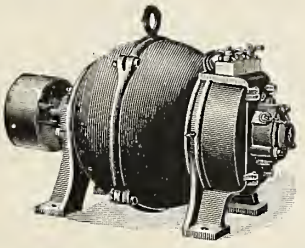
Detroit Sulphite Pulp & Paper Co.

Makers of Papers of Strength

DETROIT . . . . . MICHIGAN

DETROIT FIBRE

SPRAGUE ELECTRIC MOTORS



The

MOTORS THAT MOST PRINTERS USE

The perfection of design and the thoroughness of construction have made the Sprague Electric Motors universal favorites for driving printing presses, stereotyping and electrotyping machines, cutters, folders, stitchers, Linotype and Monotype machines, etc. They do the work with economy and precision and are used extensively throughout this country and abroad.

Sprague Electric Motors are within the limits of the most conservative expenditure. They will reduce your power expense 15 to 50 per cent. Call us or write.

Bulletin No. 2294 shows a great variety of industrial applications. Some of them may contain ideas for you. Send for a copy.

SPRAGUE ELECTRIC COMPANY

527-531 West Thirty-fourth St., CITY OF NEW YORK

BRANCH OFFICES IN PRINCIPAL CITIES

Nothing to make any one peevish about this Typecaster

The Nuernberger-Rettig

Its Simplicity, Versatility, Practicability is making its installation noticeable among the leading establishments of quality printing

It Has No Equal

TYPE, SPACES, QUADS, LEADS, SLUGS, LOGOS, QUOTATION QUADS, BORDERS CAST EQUAL TO ANY FOUNDRY

UNIVERSAL AUTOMATIC TYPE-CASTING MACHINE COMPANY

321-323 North Sheldon Street, CHICAGO

MERGENTHALER LINOTYPE COMPANY, SELLING AGENTS

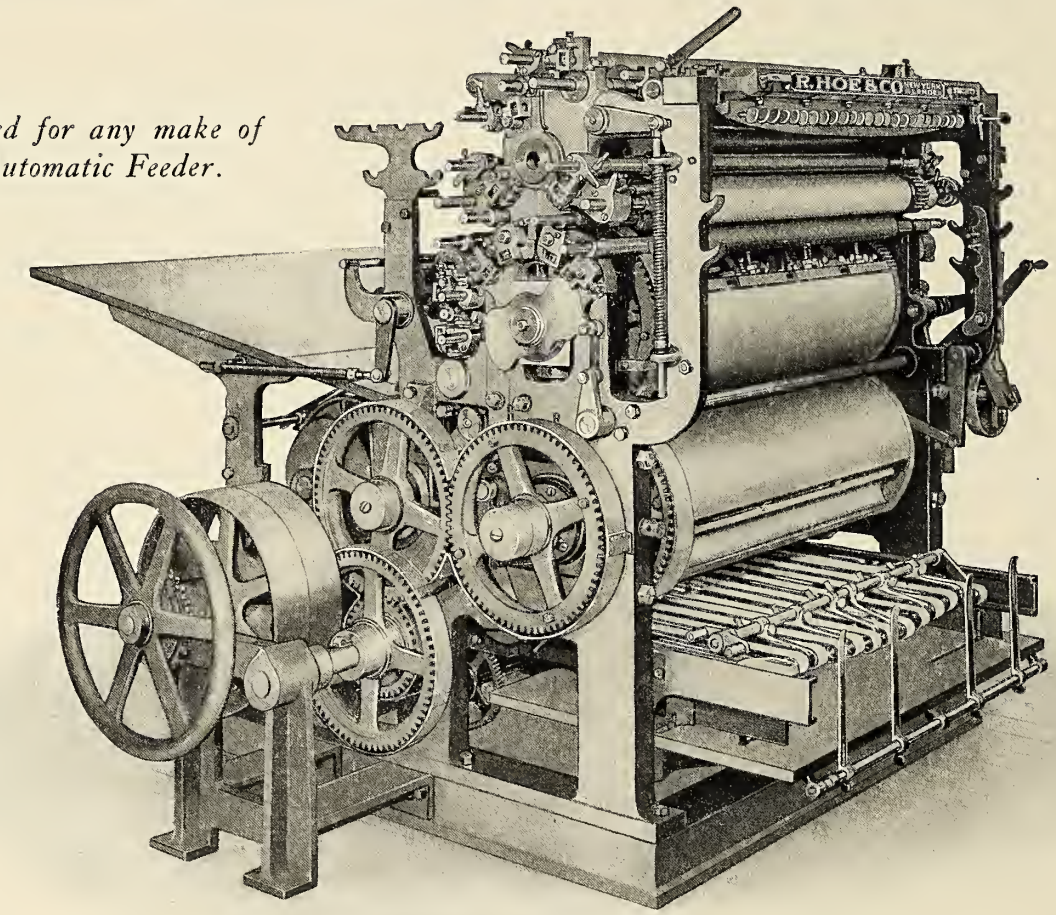
You take no risk with a HOE

Because **Hoe Presses** are practically indestructible and can be depended upon at all times to do the best work and give the greatest output in the most economical manner.

The Hoe Rotary Offset Press

is no exception and stands without a peer, both as to mechanical accuracy and solidity of construction and quality and quantity of output.

Suited for any make of Automatic Feeder.



It does the highest grade of color printing in absolutely accurate register, as well as the best commercial lithographic work and fine half-tone and type printing.

The impression is perfect and susceptible of the finest adjustment, the sheets are under positive control until delivery, and the automatic trip prevents spoilage.

The HOE OFFSET PRESS has every desirable convenience without any superfluous parts, and the mechanism is all on the outside, convenient to the operator, making the machine easily accessible for cleaning, working and adjusting. *Investigate It Now!*

R. HOE & CO., 504-520 Grand St., New York, N. Y.

ALSO AT

7 Water Street Boston, Mass.	143 Dearborn Street Chicago, Ill.	160 St. James Street Montreal, Can.	109-112 Borough Road London, S. E., Eng.	8 Rue de Chateaudun Paris, France

THE

Waite Die and Plate Press

Noted for its superior quality of work, its strength and durability and its low cost of operation.

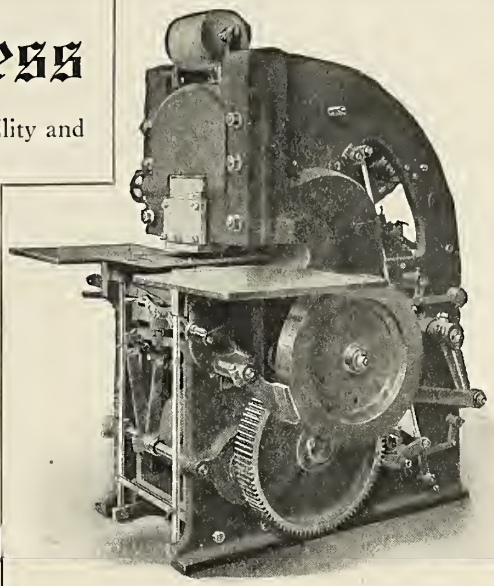
Will wear the die or plate less than any other die press.

The only die press which will give hair-line register at full speed.

THE LARGEST SIZE EVER BUILT:

The 6 x 10 inch is our latest success and has a greater capacity than any other power-stamping press ever made. It has every refinement of the smaller "Waites" and additional advantages. Prints in the center of an 18-inch sheet and is especially valuable for stamping box tops, catalog covers, photograph mounts, Christmas and fancy cards, check books with several on a page, calendars, etc.

Sizes..... 6 x 10, 5 x 9, 4 x 8, 3 x 5, 2 x 4 inch.



Size 6 x 10 inch.

Auto Falcon & Waite Die Press Co., Ltd. OFFICES AND SHOWROOMS RAND-McNALLY BUILDING

160 ADAMS STREET, CHICAGO, ILLINOIS

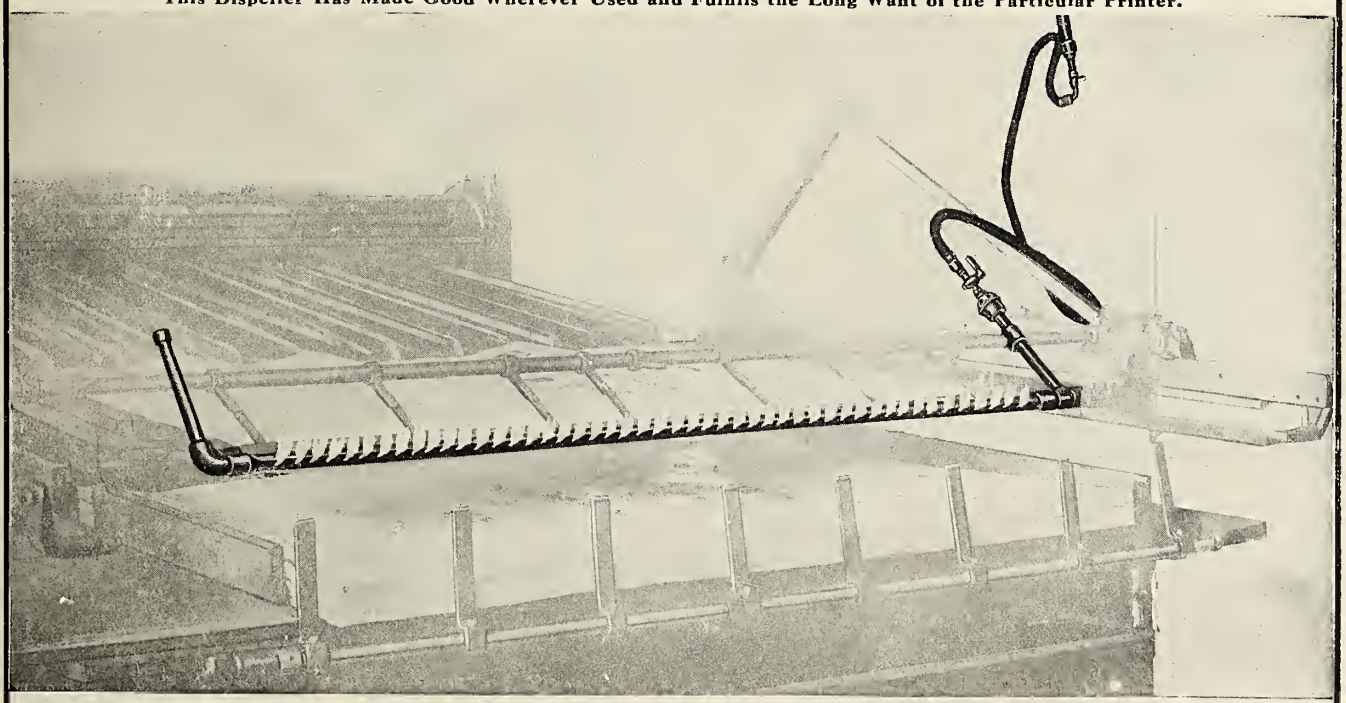
Eastern Selling Agent
S. P. PALMER, 346 Broadway, New York

FACTORY
DOVER, N. H.

Pacific Coast Selling Agents
GEO. RICE & SONS, Los Angeles, Cal.

Every Printer Should Know About This

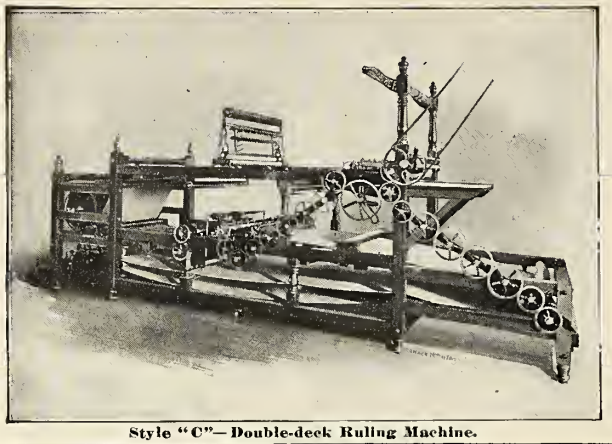
This Dispeller Has Made Good Wherever Used and Fulfills the Long Want of the Particular Printer.



There is scarcely a printer, who has not seen conditions in the pressroom, where on account of electricity in the paper, or atmospheric changes, it was absolutely impossible to work-and-turn a job without offsetting. Slip-sheeting has often been necessary in producing the printed job, when the expense for time and labor of such process was never taken into consideration in estimating.

Write for full particulars, illustrated pamphlets, prices, etc.

KAY-KAY DISPELLER COMPANY, Dept. C .:. 1322 Wabash Avenue, Chicago



Style "C"—Double-deck Ruling Machine.

HICKOK
Paper-Ruling Machines
AND
Ruling Pens
Bookbinders' Machinery

The W. O. HICKOK MFG. CO.
HARRISBURG, PA., U. S. A.
ESTABLISHED 1844 INCORPORATED 1886

TELEPHONE HARRISON 4230

Waltones

NONE BETTER

THE INLAND-WALTON ENGRAVING CO.
120-130 SHERMAN STREET
CHICAGO

Every Customer *Sells*

Peerless Patent Book-Form Cards to his friends, and, generally, to whomever he meets and gives a card. He often does it unconsciously, but always willingly and enthusiastically, and what is most significant to you, *without cost for his services!* An article which will widen its own market automatically, needs only to be known. We are making



APPEARANCE OF CARDS IN CASE

Peerless Patent Book-Form Cards

known wherever magazines are read—wherever business cards are used. Let your people know they can get these cards at your printing-office, and this same expanding market, without the costly services of salaried salesmen, will be yours. It will not only add to your profits from card sales, but will enable you to sell more printing every month in the year at a greater profit, because the cost of getting it will be greatly reduced. Send to-day for sample of these cards. Detach them one by one. All edges are perfect, incredible as the statement may seem. They are unequaled, unique, and universally desired. Write to-day.

THE JOHN B. WIGGINS COMPANY
Engravers ***Die Embossers*** ***Plate Printers***
7 and 9 E. Adams Street, Chicago

Suppose You Investigate By Examining Samples

Attractive and effective advertising can be accomplished by the use of our high-grade blotting papers.

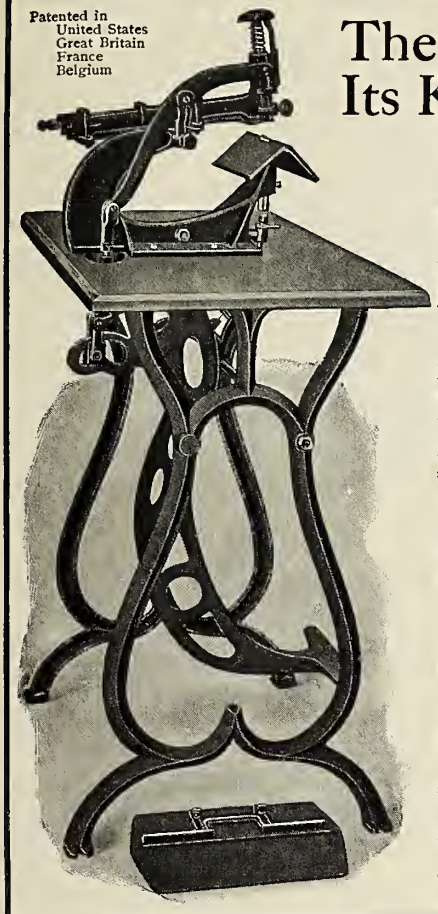
We manufacture for this special purpose a line of **VIENNA MOIRE BLOTTING** (in colors) and *Plate Finish* **WORLD, HOLLYWOOD** and **RELIANCE.**

Our **DIRECTOIRE BLOTTING** is a new creation in an absorbing novelty made up in most exquisite patterns, bound to interest you. These samples should interest the printing industry; prices are right; shipments made promptly.

THE ALBEMARLE PAPER MANUFACTURING CO.
Makers of Blotting :: RICHMOND, VIRGINIA

EDWARDS, DUNLOP & CO., Ltd. . . . . Sydney and Brisbane
Sole Agents for Australia.

Patented in
United States
Great Britain
France
Belgium



The Best of Its Kind

THE ACME Wire Staple Binder

Has served its purpose in prominent printing establishments for many years.

- Uses Fine and Coarse Staples.
- Binds to ¼-inch.
- Has Automatic Clinching and Anti-clogging Devices.
- Equipped with both Flat and Saddle-back Tables.
- Holds 250 Staples at a charge.

Acme Staple Co.
LIMITED
112 North Ninth Street
CAMDEN, N. J.

FACSIMILE OF LABEL.



See that this label is on each ream.

When you are called on for low-price, reliable Paper for Account Books, sell our

No. 613
LISBON LEDGER

It is a strong, hard-sized paper, will erase satisfactorily, and is the best Ledger Paper on the market at the price. Supplied in making quantities, Laid and Wove, White, Blue, Buff or other color and shade to meet requirements.

Write for samples and prices.

PARSONS TRADING COMPANY
20 Vesey Street . . . . . NEW YORK
London, Sydney, Melbourne, Wellington, Havana, Mexico, D. F., Buenos Aires, Bombay, Cape Town.
Cable Address for all Offices—" PARTRACOM."



The Trade-Mark of Quality in
INKS

Thalmann Printing Ink Co.

Main Office and Factory, ST. LOUIS

DEPOTS

415 Dearborn Street, . . . CHICAGO, ILL. **1509 Jackson Street, ... OMAHA, NEB.**
400 Broadway, ... KANSAS CITY, MO. **222 North Second Street, . NASHVILLE, TENN.**
535 Magazine Street, NEW ORLEANS, LA.

ELECTROTYPE ACME COMPANY

Acme New Process of Electrotyping

is worthy of your investigation

It does not injure the original half-tone. The costliest equipment in use and the best materials handled by electrotypers of unusual skill, enter into the making of ***every electrotype and nickeltype*** sent out from our foundry.

Our process is our own. We pay no royalties, therefore we are not compelled to charge more for our products.

Acme Electrotype Company
341 Dearborn Street, Chicago

The Grasso Neverslip Quoin

relieves the pressman of the nerve-racking tension and necessity for constant watchfulness caused through the possibility that his quoins may work loose on the press.



He knows that **Grasso Neverslip Quoins** can not slip while the form is running. They save worry, time, labor and avoid smash-ups.

No more plugs, wet tissue, wet blotting, papier-maché wads, or other makeshifts so often used in an effort to prevent the ordinary kind from slipping.

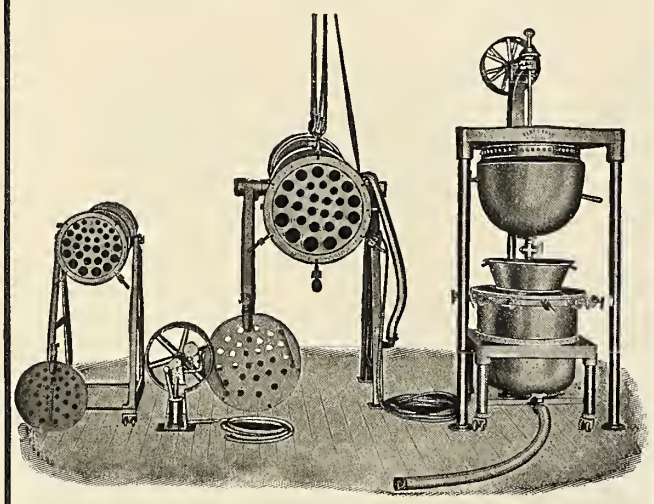
FOR SALE BY ALL DEALERS

GRASSO NEVERSLIP QUOIN CO.
MANUFACTURERS
Room 318, 1926 Broadway, NEW YORK, N. Y.

Full Equipments of the Latest and Most Improved

ROLLER-MAKING MACHINERY FURNISHED

ESTIMATES FOR LARGE OR SMALL OUTFITS



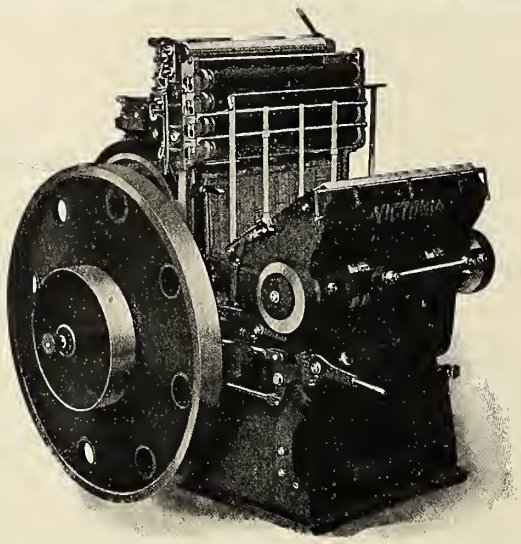
A MODERN OUTFIT FOR LARGE PRINTERS

JAMES ROWE
241-247 South Jefferson St., CHICAGO, ILL.

LINOTYPE & MACHINERY COMPANY, Ltd., European Agents,
189 FLEET STREET, LONDON, ENGLAND

Victoria Presses

for the highest grade of PRINTING and EMBOSSING, are **unequaled** in distribution and pressure.



Valuable improvements let us tell you more about. Why invest again in old-style machinery? The Victoria offers MORE VALUE for the money.

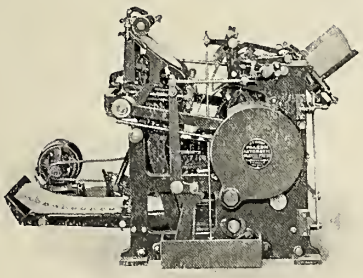
Victoria Platen Press Mfg. Co.
FRANK NOSSEL - - 38 Park Row, NEW YORK
SPECIAL MACHINERY AND APPLIANCES FOR THE TRADE

The Express Falcon Platen Press

GRIPPER FEED AUTOMATIC DELIVERY FLAT FORMS NO CURVED PLATES

This press is the fastest and most economical that has yet been produced for printing Envelopes, Letter-heads, Circulars, Cards, Blotters, etc. It is made ready more easily and quickly than the ordinary "Gordon" and is equally valuable on short and long runs.

Speed (with Automatic Envelope Feed Attachment and Automatic Delivery), 4,500 Envelopes per hour
Hand Feed (with Automatic Delivery), 3,000 to 4,000 per hour. Size, inside chase, 7⅝ x 10⅝ inches



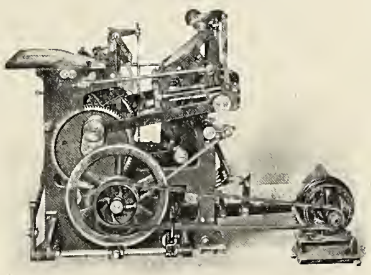
GERLACH-BARKLOW CO.
JOLIET, ILL. May 14, 1910.

MR. R. T. SINCLAIR, Manager,
Auto Falcon & Waite Die Press Co.,
Chicago, Ill.

Dear Sir:

We are pleased to report that the Falcon Express Press which we purchased from you several weeks ago has proven to be all that you claim for it. It is unquestionably a great time-saver, and work turned out is in every way satisfactory. Yours very truly,

THE GERLACH-BARKLOW CO.
T. C. DAVIS.



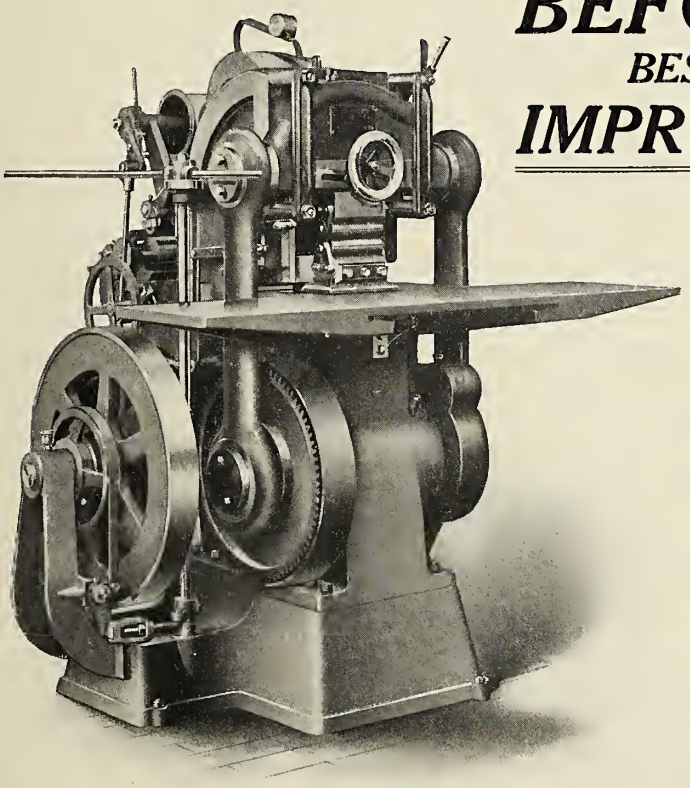
Further Particulars Upon Application to

AUTO FALCON & WAITE DIE PRESS CO., LTD.

(Successors to American Falcon Printing Press Co.)

Office and Showrooms, Rand-McNally Building, 160 Adams Street, Chicago

Eastern Selling Agent, S. P. PALMER, 346 Broadway, New York City. **Factory, DOVER, N. H.**



BEFORE YOU BUY
BEST INVESTIGATE THIS
IMPROVED DIE PRESS

Twentieth century progressiveness demands the best that can be had—therefore this newly constructed

STEEL DIE AND PLATE STAMPING PRESS

made to fulfil all modern requirements.

It inks, wipes, polishes and prints at one operation from a die or plate, 5 x 9 inches, at a speed of 1,500 impressions per hour.

Mark you these four important features—Speed, durability, simplicity, quantity and quality of output.

Write for full particulars, prices, terms, etc.

We manufacture two smaller sizes of press.

The MODERN MACHINE CO.
BELLEVILLE . . . . . ILLINOIS

Dinse, Page & Company

Electrotypes
Nickeltypes
AND
Stereotypes

429-437 LA SALLE ST.
CHICAGO, ILLINOIS

TELEPHONE, HARRISON 7185

Inks that are used in every country where printing is done.

Kast & Ehinger
Germany

Manufacturing Agents for the United States, Canada, Cuba, Mexico

Charles Hellmuth

Printing and Lithographic

INKS

DRY COLORS, VARNISHES

SPECIAL OFF-SET INKS

The World's Standard Three and Four Color Process Inks

Gold Ink worthy of the name

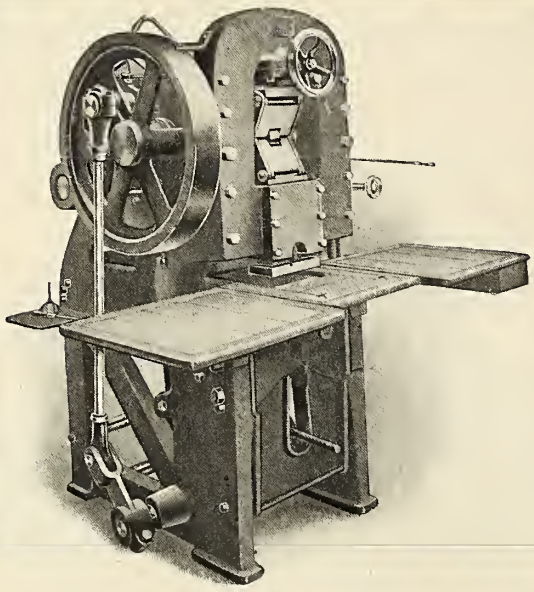
Originators of Solvine

Bi-Tones that work clean to the last sheet

New York
154-6-8 W. 18th Street
Hellmuth Building

Chicago
355-7-9 S. Clark Street
Poole Bros. Building

The Carver Automatic Die Press



IS unexcelled for quantity or quality of production, economy of operation, adaptability for variety of work, and longevity of service. Will stamp in the center of 18 x 20 inch sheet. A hair-line register is guaranteed. From 30 to 60 lbs. wiping paper practical for such purpose is used. The simplicity of our ink mixing and grinding fountain makes it the easiest and quickest for cleaning and changing colors. The rollers run at different speeds, giving a grinding or scraping action.

NOTICE.—*This* feature is protected by patents.

We make the following sizes:
4½ x 9, 3½ x 8, 2½ x 8, 2½ x 4 inches.

C. R. Carver Company

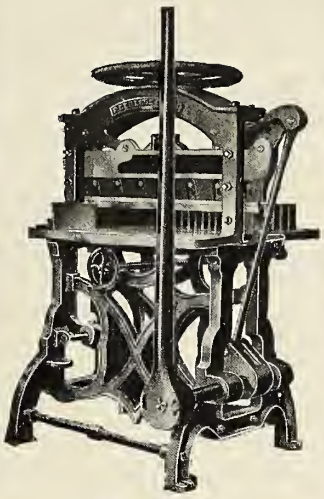
N. W. Cor. Twentieth and Clearfield Streets
PHILADELPHIA, PA.

CANADIAN AGENTS:
MILLER & RICHARD, Toronto and Winnipeg.

EXPORT AGENT, EXCEPT CANADA:
PARSONS TRADING CO., Sydney, Mexico City and New York.

If They Tell Us— They Will Tell You

Printers who use the **Peerless Gem Lever Paper Cutters** can tell you of the good features about our Cutters and are our best advertisers.



Four Sizes

Users tell us of their genuine satisfaction—which means they appreciate **Quality** and **Service.**

An interesting illustrated catalogue will be promptly mailed upon request.

FOR SALE BY THE PRINCIPAL DEALERS IN THE UNITED STATES

PEERLESS PRINTING PRESS CO., THE CRANSTON WORKS, 70 Jackson Street, PALMYRA, N.Y., U.S.A.

Largest Manufacturers of BOXBOARD in the World

UNITED

REGISTERED TRADE MARK

ASK FOR SAMPLES—

Wabash Brand Clay Coated Board "Wabacoat"

United Boxboard Company

General Offices, 200 Fifth Ave., New York

CLAY COATED LITHOGRAPH BLANKS AND BOXBOARDS

OF EVERY DESCRIPTION

ALSO

THOMSON JUTE, STRAWBOARD, NEWSBOARD, BINDERS' BOARD,
ICE-CREAM AND OYSTER-PAIL BOARDS
LOCKPORT PATENT COATED, TAG AND DOCUMENT MANILAS

SALES OFFICES AND WAREHOUSES

Boston Strawboard Co. - - - - 46 Federal St., Boston, Mass.
Manhattan Strawboard Co. - 141 Wooster St., New York City
Manufacturers Strawboard Co., - 149 Michigan St., Chicago, Ill.
Philadelphia Strawboard Co., 127 N. Fourth St., Philadelphia, Pa.
Queen City Paper Co. - - 420 W. Fourth St., Cincinnati, Ohio
St. Louis Boxboard Co. - - - 112 N. Fourth St., St. Louis, Mo.
United Boxboard Co., 32 N. St. Paul St., Rochester, N.Y.

"Beautiful Typography"

HAVE you been following the advertisements of the Thompson Typecaster, appearing in this journal? Their distinctive typographical arrangement and the beauty of their display is worthy of your attention. The "Advertising and Selling Magazine" for March reproduces one of them and gives its verdict

"Beautiful Typography."

¶ All the type used in these advertisements was made by the Thompson Typecaster. Its quality is demonstrated and the economy of its use generally recognized by the trade.

Investigate!

Thompson Type Machine Co.

120-130 Sherman St., Chicago

Eastern Representative: National Matrix Co., Baltimore, Md.

All the type, borders, quads, spaces, etc., used in this advertisement were made by the Thompson Typecaster.

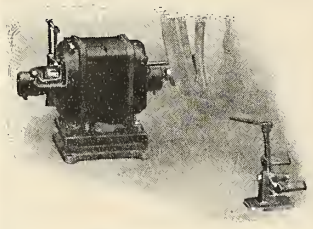


THESE BOOKS show papers that we are proud to make and have seen. Coming right down to specific names we mention **Woronoco Bond** and **Woronoco Cover.**

Some of you who have the books seem to know all about them; at least sales indicate it. Others will perhaps find it to their advantage to look these papers up, for sales only go up for good reasons. Besides, as first mentioned, there are other excellent papers in the books and some fine suggestions in design and color.

If you haven't the books and can show us you can use them to our mutual advantage, we will be glad to send them to you.

WORONOCO PAPER COMPANY
WORONOCO, MASS., U. S. A.



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Equip Your Entire Printing Establishment With "THE KIMBLE"

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These Motors are reversible and have variable speed controlled entirely by the foot pedal.

Write for bulletin and prices on Kimble Polyphase Constant and Variable Speed Motors, sizes, ¼ to 7½ H. P.

Suitable for Cylinder Presses, Cutters, Folders, Linotype Machines, etc.

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(U. S. and Foreign Patents)

Is not made of metal
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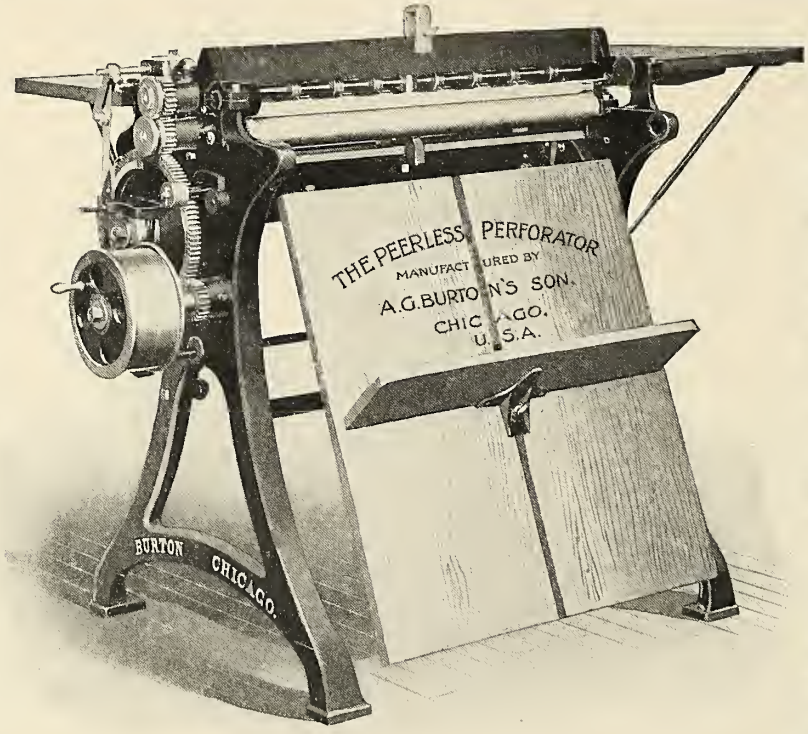
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Only a resist ink used
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resulting in a perfect overlay, with a relief on both sides of the sheet, containing each and every possible shade of the half-tone cut. Some *nine hundred printing plants* in all parts of the world have installed the process. Among which are numbered many of the most prominent printing plants of the United States. Their recommendations prove superiority.

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No educational feature in connection with the printing trades has surpassed the success which has attended this venture. More than 1,100 graduates.

MECHANISM AND FINGERING TAUGHT

and so thoroughly that many experienced operators have taken the course after working with graduates.

The compositor who wants to look in at the money-making end of his trade should send postal for booklet "MACHINE COMPOSITION" and learn all about the course and what students say of it. Manipulation of THE JUNIOR LINOTYPE and THOMPSON TYPECASTER taught without extra charge.

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SIXTY TONS PER DAY

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CAPACITY: 800 TONS DAILY

Mills at Tyrone, Pa.; Piedmont, W. Va.; Luke, Md.; Davis, W. Va.; Covington, Va.; Duncan Mills, Mechanicsville, N.Y.; Williamsburg, Pa.

Cable Address: "Pulpmont, New York." A. I. and A. B. C. Codes Used.

Inserting one-cent Lino-Tabler rule in 8x10 tabular pages at rate of a rule a minute—with pi, dropouts and workups all eliminated—makes PLEASANT THOUGHTS the rule where the Lino-Tabler reigns.

Style of Vessel	ARMOR PLATE	MEAN DRAUGHT	GROSS WEIGHT	ACADEMY GRADE	Class and Index
A 16 10	*Finest Bessemer*	20 feet 3 inches	10,000 tons	A1 at Lloyds	23 33 10
B 17 11	*Finest Harvey*	23 feet	12,000 tons	A1 at Lloyds	24 34 11
C 18 12					25 35 12
D 19 13					26 36 13
E 20 14					27 37 14
F 21 15					28 38 15
G 22 16					29 39 16
H 23 17					30 40 17
I 24 18					31 41 18
J 25 19					32 42 19
K 26 20					33 43 20
L 27 21					34 44 21
M 28 22					35 45 22
N 29 23					36 46 23
O 30 24					37 47 24
P 31 25					38 48 25
Q 32 26					39 49 26
R 33 27					40 50 27
S 34 28					41 51 28
T 35 29					42 52 29
U 36 29					43 53 30
V 37 30					44 54 31
W 38 31					45 55 32
X 39 32					46 56 33
Y 40 33					47 57 34
Z 41 34					48 58 35
a 52 51					49 59 36
b 53 52					50 60 37
c 54 53					51 61 38
d 55 54					52 62 39
e 56 55					53 63 40
f 57 56					54 64 41
g 58 57					55 65 42
h 59 58					56 66 43
i 60 59					57 67 44
j 61 60					58 68 45
k 62 61					59 69 46
l 63 62					60 70 47
m 64 63					61 71 48
n 65 64					62 72 49
o 66 65					63 73 50
p 67 66					64 74 51
q 68 67					65 75 52
r 69 68					66 76 53
s 70 69					67 77 54
t 71 70					68 78 55
u 72 71					69 79 56
v 73 72					70 80 57
w 74 73					71 81 58
x 75 74					72 82 59
y 76 75					73 83 60
z 77 76					74 84 61

THE LINO-TABLER IS UNIVERSALLY ENDORSED

WILLIAM J. HARTMAN, President,

W. J. Hartman Company and Ben Franklin Club of Chicago:

"We are much pleased with the tabular composition done for us on the Chicago Lino-Tabler Company's linecasting machines while our typesetting machines were recently overtaxed. Although the matter, owing to the copy being improperly prepared, was practically impossible for either machine or hand-set individual type, the Lino-Tabler system enabled you to produce the work to our satisfaction, both as to typographical appearance and prompt completion. Progressive printers interested in minimizing the cost of their tabular output will do well to fully investigate the system which bids fair to revolutionize mechanical tabular composition."

H. Le TOUZEL, Foreman of Composing Room,

Wynkoop Hallenbeck Crawford Co., New York City:

"Your system is simplicity itself. There is unquestionably a great field for it from a tabular standpoint."

ARTHUR S. DALE, Supt. Dept. Machine Composition,

The A. S. Gilman Printing Co., Cleveland, O.:

"We have had several fairly exhaustive tests of your system and would say that we consider it a long step in advance in Linotype work. We enclose sample of one of the many tariffs on which your system has been used, which we think is a very creditable piece of work. We call your attention specially to rate tables shown on pages 66 to 112. These pages are completely set on a standard Linotype machine, there not being a single letter of case type used. The box headings are set right across in complete slug; you will note they appear proportionately spaced notwithstanding."

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"In my opinion it is but a question of time when every printing concern doing Linotype composition will have to put in the Lino-Tabler equipment."

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"I consider the Chicago Lino-Tabler Company's method of tabular composition the greatest thing of its kind I have ever seen, and my only regret is that I did not have it years ago."

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Shallcross Printing and Stationery Co., St. Louis, Mo.:

"A most valuable and long-awaited auxiliary to the Linotype machine."

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Kimball Building, LaSalle Street, Chicago, Ill.:

"In our office over 48,000 ems straight measure of eight-point in eight columns, was set per eight-hour day for over five consecutive days, no attempt being made to establish a record owing to interrupted changes in interim in connection with our regular work. From the Linotype composition standpoint in tabular matter we consider your system up to the present, the acme of perfection in this line."

The Chicago Lino-Tabler Company will equip without charge one or more of the principal machine composition batteries in each of the larger American cities, Chicago excepted. Enquirers are requested to state number and kind of machines operated.

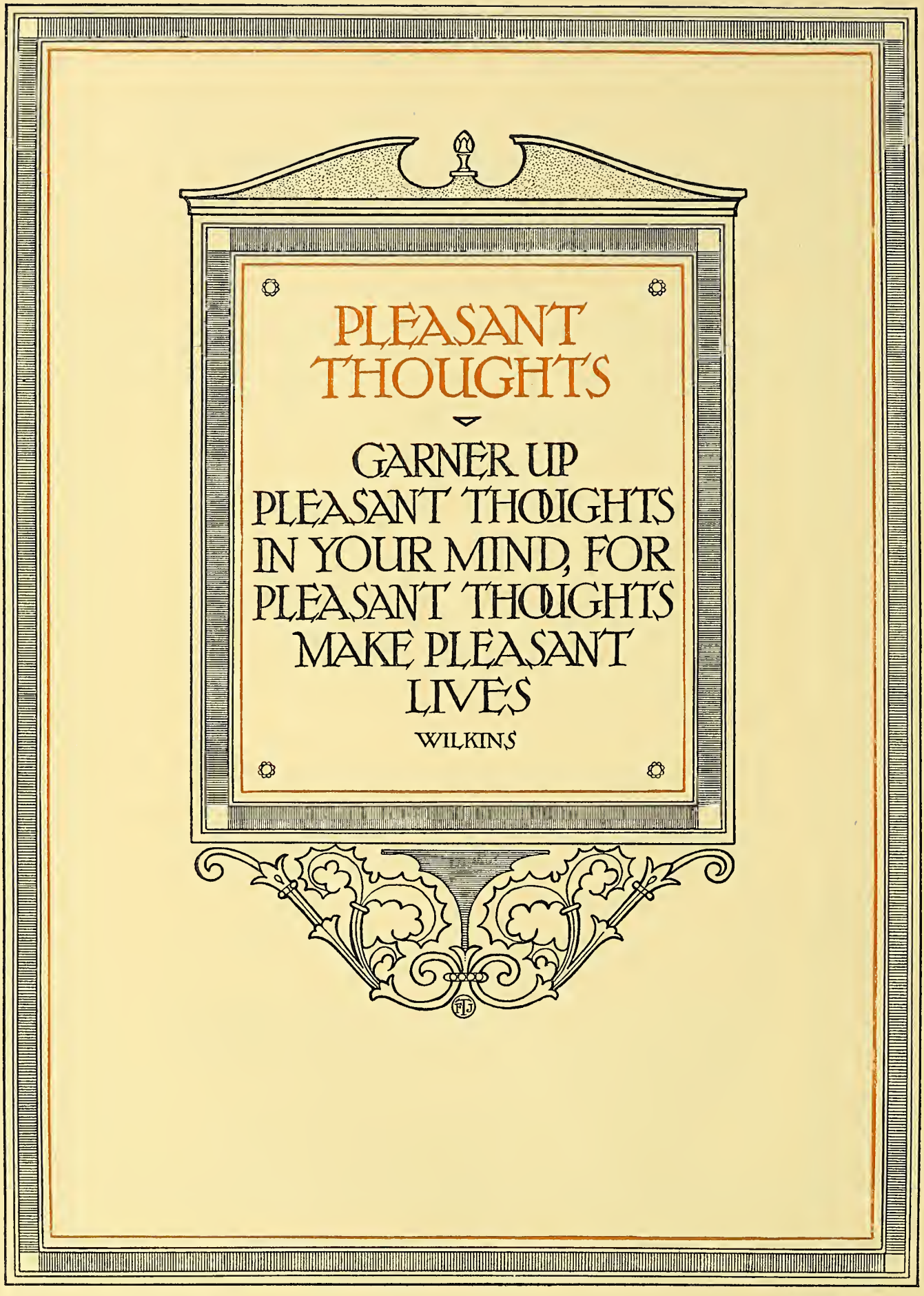
No more installations will be made in Great Britain, France, Germany or Canada before October; date to be announced later.

WILLIAM C. HOLLISTER, *President and Treasurer.*

ASHTON G. STEVENSON, *Vice President and Superintendent.*

WILLIAM C. HOLLISTER, JR., *Secretary and Assistant Treasurer.*

The Lino-Tabler system enabled the operator to produce—in seventy-seven minutes—on a standard Linotype—not only every letter and figure above, but every rule, including cross-rules and border.



Designed and lettered by
F. J. Trezise,
Instructor Inland Printer Technical School and
I. T. U. Course in Printing.

Printed by
The Henry O. Shepard Company,
Printers and Binders,
130 Sherman street, Chicago.

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The Inland Printer

Entered as second-class matter, June 25, 1885, at the Postoffice at Chicago, Illinois, under act of March 3, 1879.

THE LEADING TRADE JOURNAL OF THE WORLD IN THE PRINTING AND ALLIED INDUSTRIES.

VOL. XLV. No. 5. **AUGUST, 1910.** TERMS { $3.00 per year in advance. Foreign, $3.85 per year. Canada, $3.60 per year.

UNCLE SAM'S NEW SCHEME FOR CUTTING PRINTING BILLS.

BY WALDON FAWCETT.

THE present policy of economy which has been introduced energetically in the executive departments of our national Government under the Taft administration has had as one of its most conspicuous features a reduction in governmental printing bills wherever possible. Decidedly the most ingenious scheme, however, thus far presented for reducing expenses is now being inaugurated by the United States Treasury Department. This is nothing less than a plan for cutting in half the work of printing paper money for the use of the American people. This curtailment of production will be made possible by giving every piece of currency in circulation twice as long an active life as it has heretofore enjoyed, and this latter prolongment is to be accomplished by laundering and thereby rejuvenating the currency when it has become, through repeated handling, unfit for further use.

Under present conditions the United States Government prints and puts into circulation each year not less than two hundred and twenty million bills or pieces of paper money. Of course, this does not mean that there is a continual increase of the volume of money in circulation. On the contrary, that remains virtually stationary in aggregate value. The constant supply of new currency is made necessary by the rapid deterioration of the paper money when in active use, and thus there is maintained a constant rotation of new money going out to circulation and old money returning to the Treasury for redemption and destruction. Under the system heretofore in vogue none of the paper money sent back to the Treasury as unfit for use was reissued, but was destroyed.

While it has been customary to refer to this currency sent back for redemption as "old money," it is not, in most instances, old in the sense that is synonymous with worn-out. Indeed, the average treasury certificate or banknote that comes to the Treasury for retirement had not been in service much more than one year and many of the bills have been in circulation a far shorter time. Now this currency is printed on a good grade of linen paper and the ink is brilliant and permanent, so that the treasury officials in quest of economies recently came to the conclusion that it was nothing short of wanton waste to destroy circulating medium that was not really impaired except in appearance.

A few months ago the Secretary of the Treasury appointed a special committee to thoroughly investigate the whole matter, and this committee, as the result of exhaustive practical experiments, has reported that ninety per cent of all the currency sent back to the Treasury for redemption can be given a new lease of life by simply washing or laundering the money. As a result of these findings the experimental plant which has been installed at the United States Bureau of Engraving and Printing will be elaborated into a pretentious money laundry, with a capacity for handling thousands of notes per day and effecting for the Government a saving in printing bills possibly reaching a total of more than $1,000,000 a year.

The experiments made indicate that the inks

with which the bills of high denomination are printed may operate against the successful washing of these bills, but it has been demonstrated that the $1, $2 and $5 bills, which form the great bulk of circulation, can be laundered successfully. Moreover, tests have shown that the laundry process does not in any way impair the strength or other physical characteristics of a piece of currency, and there is no reason why a bill should not be laundered repeatedly. The cost of printing paper money to replace the discarded currency averages $1.35 per one hundred bills. The bills can be laundered at an expense of not more than 1-10 of a cent each, and the government officials are inclined to believe that Uncle Sam can operate at a total expense of $20 per day a money laundry



MOTOR-DRIVEN CURRENCY WASHER AT UNITED STATES TREASURY.

that will freshen up the passé money at the rate of one hundred thousand bills per day.

Under the process employed the dirty money is first washed with soapsuds formed from a good potash soap and then, following a rinsing in warm water, is subjected to a bleaching process which, by the way, requires the exercise of considerable care in order that the bills may not be injured. Then the washed money is dried by artificial heat, after which comes what might be termed the "starching" of the money, namely, its passage by machinery through a bath of glue, alum, etc., which supplies "sizing." Finally, the bills are packed between heavy cardboard and "ironed" by a huge press, from which they emerge with all the crisp appearance and the crackle of new-made currency. It may be decided to sterilize the bills in conjunction with the washing, but this is a point on which a definite decision has not been reached.

Written for THE INLAND PRINTER.

LANGUAGE WHIMS AND FALLACIES.

NO. VII.— BY F. HORACE TEALL.

IT would be very difficult, if not impossible, to decide what phase of human experience is most subject to differences of opinion, and especially so with reference to formal matters of any kind; but beyond question language is as liable as anything to legitimate differences. Everybody knows this, and almost everybody might easily think it supererogatory for any one to bother about it. Probably all that ever can be said will not avail to lessen the variety of possible decisions, all based upon the same foundation. Yet much may be accomplished by impartial consideration of differing usage, especially toward reaching a consensus of determination of many questions of form, and even in some cases where very little real choice exists.

When so many different decisions are amenable to reasonable support, and especially to authoritative support, no means is apparent by which any one of them can be established to the exclusion of any other. In the cases where some one practice can be shown to be more logical than any other, or really better in any way, that practice may fairly be expected eventually to prevail. What is principally in mind here is not choice of words or manner of associating them, but all sorts of questions involved in determining printers' style. We shall get more satisfactory results from examining some different methods, in comparison, than in any other way.

A work that presents many pertinent points is Lippincott's Gazetteer. Names of places are spelled as variously as any names may be, and we should expect a large list of such names to show many arbitrary differences. The work does not disappoint us. Only a few names need be instanced, with the remark that they merely represent a list that might include thousands. Nine creeks and one village have each the name Cedar Creek and eight villages are each named Cedarcreek; the same difference is shown in Deer Creek and Deercreek, and in each place where there is opportunity for it. More noticeable even than this is the variation in possessive names, some with and some without apostrophe.

One would naturally think that these arbitrary differences must arise simply from corresponding difference in practice, and that the makers of the book must have put on record the form found in use in each case. But that brings out the object

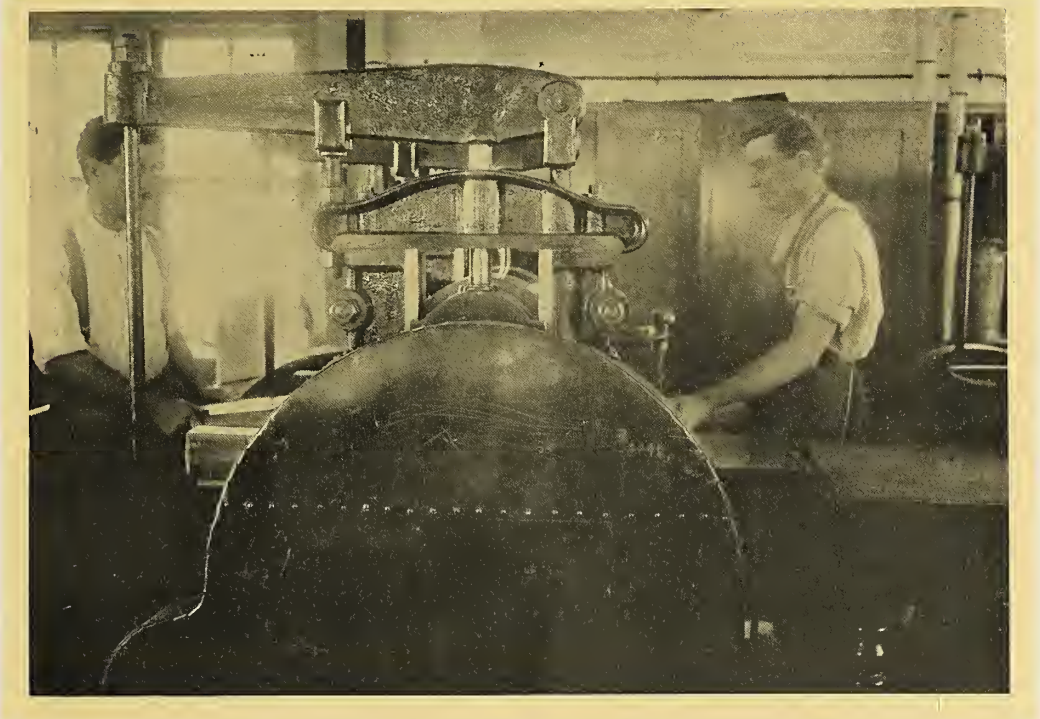
of our criticism, in the fact that other books supposed to do the same thing show other variations. For instance, while Lippincott's gives Deerlodge as the name of a county and a town in Montana, Webster's Dictionary has Deer Lodge. They can not both give only the right form of the name. Very little importance may properly attach to the question which is right in the particular instance, but the principle involved is far-reaching, as many places are named similarly.

Every similar work is open to similar criticism, and no such collection could be made so as to escape it. But they might all be made eventually almost free from one point of vulnerability, though probably they never can be quite so. At some time we may find the various authoritative lists showing a nearer approach to agreement among themselves, even if they must preserve arbitrary differences among the names given; that is, they may show fewer instances of differing forms for the same name.

Our faultfinding is becoming tiresome even in the writing, and yet we are striving for a general gain through it, which does not seem attainable without even a little more of mere criticism. But let us understand that it is not any single book or author that is criticized, but rather the circumstances that render them all alike amenable. This would be most effectively done by exemplifying the weaknesses of all or many, separately; but that we can not do. One or two striking examples must suffice.

In Lippincott's Gazetteer there is the name Browns Valley for a village. In the Universal Cyclopedia this is Brown's Valley. Lippincott's has Camel's Hump, and the Standard and Webster's dictionaries have Camels Hump. Among the decisions of the Board of Geographic Names are Buzzards Bay, Governors Island, and Marthas Vineyard. In Lippincott's each of these names has the apostrophe, but the two dictionaries omit it in each instance, except that the Standard has Martha's Vineyard. It is a matter of positive knowledge to the writer that the dictionary-makers definitely accepted the decisions of the board mentioned, except that the Standard editors could not brook their form in the one case, and so departed from their rule. Why omission of the apostrophe in that name seemed worse to them than omission from any other name is beyond guessing, as it is also why any one should make any such difference.

The only reason the writer knows for omission of the apostrophe is a notion that it does not look nice. Unfortunately, this is a kind of reason that always secures attention and acceptance, no matter how fallacious it may be. In the present instance the effect is strengthened by the fact of decision by a body of men as authoritative as any such body can be. Yet the writer wishes to be plainly understood as asserting the strongest possible dissent from these decisions. To him, as he has said before, the apostrophe is beautiful rather than unsightly in its proper use. Browns



"IRONING" LAUNDERED CURRENCY BY PASSING IT THROUGH A POWERFUL PRESS.

is plural, and Brown's is possessive, and such is the only way to make a difference in form that shows a difference in nature well worth while to show. The writer can see nothing but foolishness in allowing such distinction to be lost.

A practical question here is, How shall the proofreader handle such matters? Plainly, there is ample support for varying uses, so that an author or editor who makes a deliberate choice



SIZING LAUNDERED CURRENCY.

should be allowed his full freedom of choice. When such choice is clearly shown in copy, the only safe procedure is to follow copy. If a definite authority is desired, it would be wise to have a full gazetteer at hand and to use it as closely as possible. Of course, sometimes the proofreader is allowed to influence the choice of forms and styles, and then is his opportunity to show peculiar fitness. Generally, however, in these as in various other matters, the best peculiar fitness consists in doing what is known to be nearest in all respects to the desire of those for whom the work is done, not in combating their desire and striving to make as much change as possible.

Proofreaders who can control or influence the choice of forms in these names, if they desire to use that influence to the best effect, will preserve the apostrophe in all possessive names except those that take the one-word form, like Brownsville, in accordance with the reason expressed above.

(To be continued.)

TOIL, feel, think, hope; you will be sure to dream enough before you die, without arranging for it.— *J. Sterling.*

Written for THE INLAND PRINTER.

MINIMIZING THE COST OF PRODUCTION.

NO. II.— BY S. N. W.

WHAT will constitute exactly the right amount of material for the vastly varying needs of a printing-office, dealing as they do with a most heterogeneous collection of jobs, widely divergent in character and in the amount of material necessary to accomplish, is a matter that can not be accurately, nor even approximately, estimated, and this being such an uncertain and undeterminable quantity, has lent support to the belief that inadequate material is the most prominent factor of fault in print-shop management, for there is no decisive way of telling how far it is right. To the workmen themselves this is the most visible defect they have to contend with, consequently many evils are allotted to lack of material that properly belong in another category.

As a matter of fact, there are influences of a more covert nature which play a part in profitable production quite as important, though not so prominently in view, as the supply of material, and a proper effort at ascertaining and minimizing the cost of production will give incomplete returns unless it takes these influences into consideration. These "unseen foes," having been so long neglected, need all the more prompt attention, and it will be found that it is to them that many of the physical defects about a shop owe their existence.

The benefits of a wise and equitable apprenticeship system, if it could be expressed in dollars and cents, would be a revelation. The proper treatment of an apprentice has a dollars' and cents' value of immense proportions to every employer, but often it is not given proper consideration because it does not appear in physical relief upon the ledger. Nevertheless, it is there, though bookkeeping will not show to what extent, and, more important still, upon which side. The effects of apprenticeship regulation are so far-reaching that they could be elaborated upon at great length, and it is an omen of good that the question is being taken up with an interest to which its importance entitles it. Every apprentice is an embryo printer, and it should be apparent that his early training will determine his future ability to a notable extent. Proper teaching at the start will influence his entire career and enable him to produce at the minimum cost because of his correct knowledge, and because of his interest in his work and the love for his trade which has been cultivated and encouraged. A proper treat-

ment of the apprentice will mean more certainly a portion of the item of labor cared for in the future, an item more important to be looked after than the depreciation of material, etc., so carefully noted in the invoice. Too many shops are seemingly inclined to confuse the term "apprentice" with that of "errand boy." Perhaps the appellation of "devil," which is generally conferred upon the boy, and a word never commonly associated with things we are apt to prize and covet, is responsible for the lack of appreciation of his worth and the lack of interest which should be taken in his instruction. Be that as it may, the end of the first year frequently finds the boy no farther advanced than when he entered the shop, but, on the contrary, disheartened by the shattering of his typographical dreams and the monotonous performance of the shop's meanest labors, with no immediate hope in sight. If the field of printing covered all the area embraced in the miscellaneous duties assigned to an apprentice, its latitude would be extensive in the extreme. Proper treatment of the apprentice, in his early career especially, will breed an interest in and a love for the art preservative, and an admiration for his employer that will be markedly manifest in the results of his labor.

While it is an apt expression that it is the little things in life that count, and a proverb that if we save the pennies the dollars will take care of themselves, it does not follow that the big things do not need attention, nor that the dollars will come without coaxing. The printing business is essentially a manufacturing business, with some distinct peculiarities found in no other business, but, as in all manufactured products, labor is the chief item of cost that enters into the conduct of this business. But in many shops scant attention is paid to this item, other than that the laborer shall prove worthy of his hire, and that, on the other hand, there shall be enough cash available to have the pay envelopes ready each week. While these things are very good and acceptable to the respective parties concerned, they are not the most important things to be had nor expected from either side.

That proprietor who studies his men and their work for their abilities as well as their defects, not for the seeming pleasure of criticizing and finding fault, but rather that he may know the defects so as to apply the correct remedy, who engenders among his workmen a striving for greater efficiency, who encourages individual initiative by so little as a word of compliment or so much as an increase in salary, will find the good effects therefrom posted on the credit side of his ledger in the yearly balance. Perhaps it will not stare at him with the force of that item of $150 for new material, but it is there, just the same, and its presence represents a greater and wiser effect on the conduct of the business. Just as the man who can get capacity work from a machine without injuring it is realizing the most from his investment, even so is that proprietor realizing



PACKING LAUNDERED CURRENCY BETWEEN CARDBOARD, FOR "IRONING."

most who can procure from the workmen their fullest efforts, freely given. Those methods which will promote the worker's interest in his work will most effectively contribute to increased output and a better product. When the management has awakened in the individual workman a certain respect for the quality of his work and a sense of his share of the responsibility for the entire mechanical operation of the business, it has opened the way for a sympathetic coöperation on the part of its employees for the general care of the business, and made it possible to get the maximum product from each human machine and thus materially increase both the quantity and quality of the product which its most expensive item of cost produces, and this without incurring additional financial outlay.

No universal rule of procedure to embrace these influences could be determined upon. They are generalities of a moral nature which have their being in the business conduct of every office, and bear certain characteristic principles in general, but the details of minimizing their influence upon the cost of production must be worked out by the management of each business to fit their particular case, for the environments and conditions of all printing-plants, though similar in general, will vary greatly in detail. Certain prime factors, such as encouraging individual effort and thought on the part of employees, abolishment of evil working conditions which disconcert and confuse, and soliciting of a suggestive and critical coöperation among the men, while maintaining a proper standard of discipline, will always form the substantial foundation of good management.

The printing business is one of advanced thought and progressive ideas. It is safe to say that but few other businesses return the meager compensation for so great an amount of time and energy spent in preparation and the hard study to properly conduct, for, generally speaking, especially so far as quality is concerned, those plants have progressed most whose heads have studied hardest. This being the case, it would seem that the industry as a whole is justly entitled to a better compensatory reward. In view of the many complaints that "there is no money in the printing business," it would seem that many offices stand in need of attention to these and other details of minimizing cost of production, for they are the cleanest profits, demanding as they do no additional levy upon the resources of the business, and in no way compromising it with a competitor by any such methods as the fallacy of price-cutting, etc. An intelligent pursuance of these methods may mean the difference to some shops between breaking even and making a profit. At least, to any plant, it can but increase the income by reducing the expense.

When all these things are reckoned with in their proper proportions; when the printing business is considered in its true light as a manufacturing business, rather than a means of promulgating various individual whims, caprices and novelties which are too often plain fallacies; when it is accorded the dignity, by both employer and employee, to which it is entitled; when educational encouragement is given employees, to the end that their products may be better, yet produced at less cost; when, by reducing costs, heed is given to the revelations of a reliable system of ascertaining costs, then will cost-sheets and time-tickets perform their intended functions and the account-books tell a true and pleasanter story.

"A MESSAGE FROM THE SEA."

BY ELIZABETH A. REED.

Forever bound below the hills
The billows rage and lash the shore,
Though driven where the tempest wills,
They fill their prison evermore;
Landlocked, they fret and chafe their bars,
From crested height to ocean floor,
Still reaching out beneath the stars,
They beat the sands with sullen roar.

From boundless space the mandate rings,
The tide sweeps in with trumpet call,
The storm king forth his banner flings,
O'er foaming waves he spreads its pall;
The message borne on sea-bird's wings
From troubled deep doth burst to birth,
With hope and love — all precious things,
In promise for the child of earth.

Thus, bound to clay, the earth-born dies,
Mid struggles brave and hopes delayed,
But from the contest there shall rise
The service done — the breakers stayed;
All blessings wrought shall reach the skies,
No trophies won — no plaudits loud,
But through the world the white thought flies,
And rainbows light the storm-tossed cloud.

ALSO LINOTYPE FOG.

A recent edition of the Southend (London) *Recorder* contained the following report of a fog-bound vessel:

"The passengers were uneasy, but the captain assured them there was no danger. There the fogcmfwy pcmfwyp cmfwypcmfwypcmfw for the comfort of the passengers of the fog-bound steamer. It need hardly be said that the belated passengers were exceedingly relieved when they were landed at Southend pier."

THE OLD ILLUMINATOR.

"'Tis growing dark! Yet one line more,
And then my work for to-day is o'er.
I come again to the name of the Lord!
Ere I that awful Name record
That is spoken so lightly of among men,
Let me pause awhile and wash my pen."

— *H. W. Longfellow.*



Half-tone engraving from an etching, by Earl H. Reed, Chicago.

Written for THE INLAND PRINTER.

"OLD BILL" DISCUSSES EMPLOYERS' RIGHTS UNDER UNION REGULATIONS.

BY A. J. CLARK.

"THIS listens mighty good," said Sykes, the other day, during a talkfest after a chapel meeting had been pulled off.

It seems that a printer had been fired because he had shown some more than usual lack of ability to earn his money, and the foreman was on the carpet for a while and had to defend his action in letting the man out. "I snaked this out of a paper I got from Los Angeles to-day," continued Sykes, "and it fits in mighty well with the talk the 'cheese' put up a while back when he said his position made it imperative that he conserve the interests of the shop, figuring that the chapel was able to look out for the men." And Sykes proceeded to read the following excerpt:

THE RIGHTS OF EMPLOYERS UNDER UNION REGULATIONS.

A great number of employers seem to be ignorant that their rights are conserved by the laws of the union. There are a great many men in the union ranks who think it good business to occasionally make demands, believing that employers are ignorant of their rights and will make concessions through fear of trouble. The union is an organization for the advancement of trade, and it is taken in too narrow a sense by some workers and considered to be a power for them to use to get away with anything that the employer is too timid to refuse. It works against the union in the final outcome. The man of conviction in any organization wants what is right, and he also wants to give what is right. Conscious of the rectitude of his principles, he will suffer much and endure loss and hardship rather than concede wrong. These are the men who have made unionism what it is, and who are working to effect its application ideally. The opportunist who is eager to take advantage for immediate gain, and who is blind or indifferent to the influence of his actions upon the trade, employer and employee alike, is foolish and an enemy to progress.

"That," said Old Bill, "sure does sound like mother's voice, and, as an editor I knew onc't used to say, 'is important if true'; anyhow, it's the kind of dope that's spieled at every convention of proletariats (whatever they are), and is what we like to believe is true, but is it?

"Every time some fool strike is pulled off without sanction of law, where everybody suffers and employers and employees alike act like schoolboys, and call one another bad names and swear by all the holy smokes that they'll never have nothin' to do with one another agin, we remember the mass of regulations incorporated in our laws that ought to absolutely prevent anything of the kind. Often the employer don't know that anything has been done to safeguard his interests, and he looks on the union as tho' it was a club to force him to do something that will ultimately ruin his business.

"After the strike he says: 'Now I'm shut of unions forever' (him not bein' gifted with second sight), 'and I'm goin' to run my business without no dictation from no union,' he says, forgettin' that no union men ever tried to run his business, but only wanted a look in on their own, and to safeguard the interests of the poor slobs who have no capital or machinery, except a few scatterin' brains, their fingers and a lot of cold feet that makes them shy at the little risk of goin' into a business for themselves, and carries them readily to labor like hell for somebody else. A horse has little sense of humor, but he'd laugh to see a mug start a print-shop, often with no knowledge of the business, and only a little dinky capital, get a few of the aforementioned slobs workin' for him day in and day out, Johnny-on-the-spot from 8 till 5, whether they are well or not, gain some profit



"Every convention of proletariats."

from the labor and brains of each, utilize all their power of brain and body, until he gets a pile laid up, and then holler his bloomin' head off because the slobs want a look in about the conditions under which they work, and never will he concede that any one of them has the least right or interest in the business that he may have done more to advance than the owner."

"What right should he have?" asked 'Red,' who is argumentive only to hear Bill talk. "If he gets his salary every week that ought to be enough, and is all any of us expect. The boss he puts in his capital and takes all the risk; if he busts the slobs blow away to new fields and are nothing out."

"It ain't all I expect," said Bill, "and a decent, conscientious worker is entitled to a lot more. They's a lot of us who take as much interest in the shop as though it belonged to us, and all over the land you'll find men workin' for a salary who don't forget the shop when the whistle blows, and who carry their job to bed with them and scheme and worry to help the Old Man succeed, and they often

solve problems out of hours that they haven't time to do in the shop."

"I'm afraid," said Sykes, "that you fellows are crawfishin' on this clipping stuff that we have just endorsed. Did you understand, Bill, what he meant?"

"Sure," said Bill; "what he tried to say in his haltin' way was that the employer, if he had the nerve to go after it, could always get better than an even break whenever any 'square man' tried to put the hooks into him."

"That's it exactly," said Sykes, with the shadow of a smile. "Take the recent case of the *Bladder* across the alley, where the chapel gets a grouch against the foreman because he insisted that they do a decent night's work and keep sober. They get gay and declare him unfair, has him fired and a softer man put in his place. This looks like easy money until the office puts up a fight, appeals to the International and gets the mug reinstated. Not only that, but the local union must pay his salary for the time he lost, amounting to about $600. There's a case where virtue is triumphant and easily proves the contention of the fellow who wrote this clipping stuff."

"Sure," said Bill, "that's goin' some, and will give somebody food for many thinks, but the print-shop proprietor is much too easy and stands for a lot of coarse work before he fights, and when he does fight he's so full of bile that he ain't happy even if he wins, and the word 'union' makes a noise like quinin to him. He'll go along for years standin' for any game the 'square man' puts up. There'll be little petty annoyances where a dub is forced on him because he has a card; where he is compelled to lay off a good man and keep a poor one because of the priority law; where he has to pay a near machinist-operator for puttin' his Mergenthaler on the blink, and a near pressman for spoilin' a lot of work and makin' junk out of good presses.

"The feller that wrote that article maby didn't never have no rough work to stand for, ever, but the employer of any kind of labor, if he stays with it long enough, will have some game shot into him some time that will bring him close to the ground, and make him aware of the fact that more and more the worker is reachin' out for a fairer share of what he produces, and sometimes in the heat of conflict he grabs more than his share. Of course, I savvy he'll have to go some if he ever grabs enough to make make up for the lean years when he had absolutely no protection and they wasn't no unions.

"I'm thinkin' of a case where the manager of a shop, himself a lifelong member of the printers' union, has a chance to figure on a big book job, to be done at a certain time or forfeit a bunch of coin. 'All right,' he says, 'they won't be no hitch on this job if I can prevent it.' So he brings it up before



"The new type hurt their eyes."

the union and gets an agreement that the composition will be so much a thousand ems and no more, assures himself that he has plenty of a crew before he starts the job, and buys a raft of new type so they won't be no chance of runnin' out of sorts. Everything looks fine and dandy, but he don't get the cases laid, hardly, before the men decide they must have 5 cents a thousand more than their agreement calls for, because the new type hurts their eyes. They decide also that the fattest stuff in the book is double-price matter, and fix it so that the shop loses the forfeit and instead of makin' a profit goes much in the hole. I hear this manager holler his head off, but what could



"You fellers figure it if you want it; never no more for me."

he do? The men didn't strike, but they just wouldn't work, and so he had to take the gaffs and stand the loss; but next time they was books to be figured on, he says to the same printers, 'You fellers figure on this if you want it; never no more

for me,' he says, and the work went to another town ever after."

"That," said Sykes, "is just an exception. The majority of men these days are fair, and if fairly handled by a wise boss will give plenty of return for whatever remuneration they receive; but first they must have the wise boss.

"Half the print-shop disputes might be traced to an unwise foreman, and a man don't have to travel far until he sees that men will work gladly and give the best there is in them to one foreman who is a diplomat and has the sense to be friendly without getting too thick, while another will keep the help on the ragged edge of secession all the time."

"They's lots of joints," said Bill, "where they think if a mug's a good rule-twister he must necessarily be a good foreman. Far be it from such. They's lots of dope he ought to be wise to besides



"Friendly, but firm."

bein' the best workman in the shop. He ought to be friendly but firm, and wise enough to be right most of the time, but strong enough to acknowledge when he's wrong. He ought to be familiar with every part of the business and have the ability to decide any question relatin' to the business. He ought to know if it's bum presswork or bum cuts or bum paper that makes a job look rotten. He ought to know in a minute if it's bad justification or an overpacked cylinder that makes type go off its feet; if it's bum metal or a crazy Linotyper that makes bad slugs. All these things and more he ought to know, but, glory be, he don't and he sometimes writes to a trade paper to decide an argument between himself and the errand boy.

"They's lots of things," and here Bill straightened up some type he had pied by leaning on it, "they's lots of things that enter into the relation of the 'cheese' and the worms that work under him that makes for good or evil in the printin' business; but they's one thing that's between us to fix and that's lack of ability in some good many of our union members. A card hadn't ought to be just a sign that a man is square. It ought to be proof positive that he is competent! I think that before any man gets a card he ought to be tried out by a committee and if he's not up to a certain standard he ought to be sent back to the woodpile for a while.

"It mostly happens that the mug who's so square that he makes notches in the bed is a bum workman, and the feller who hollers the loudest about conditions jacks his washin' in the dead of night to a Chinese laundry."

"Does the Old Man ever give you fellows any dope like this?" said the erector of a new press, who, while struggling to dry his hands on the office towel, had overheard the last of this talk, and he offered the following letter he had just received:

Mr. J. P. Donohue: May 21, 1910.

My Dear John,— We have your letter of the 15th, written at the Finlen Hotel, enclosing the order of the Blank Printing Company, of Blank, and wish to thank you very much for this further evidence of the very good work that you have been putting in there. Rest assured that we appreciate how enthusiastically and zealously you have devoted yourself to the interest of the company during your entire trip, and that the appreciation will take a more material form in the very near future.

It is particularly gratifying to us to note that our men use their spare time to the very best advantage possible, and in this regard we always know that you are an exponent in this particular branch.

With very best wishes and assuring you of our appreciation, believe me to be always,

Yours very truly, H. Mullen,
Sales Manager.

P. S.— Enclosed please find expense check for $70.30.

"No," said Bill, sadly, "we don't never get nothin' like that; all we get is our checks, like a horse gets his oats, and often we go home well assured that we have accomplished the impossible during the week with a fat check that is only a stone in our pockets. I'll bet a million dollars the mug who wrote that letter is a white man."

"I guess yes," said the erector. "I've got an 'old woman' and kids at home who set great store by them things, and me — I'm foolish, too."

PAINS OF EDITORIAL PROSPERITY.

We have in type a complete account of the meeting of the negro voters of Fayette County, held in this city last week, including resolutions adopted by them, but the same is crowded out this week along with several columns of good matter, owing to a heavy demand upon our columns, coming at the last minute when it was impossible to get matter in that could not be held over for the next issue, without leaving out a lot of matter that will do as well next week.— *Montgomery (W. Va.) News.*



A PRINTER'S PRIDE.

Jeannette Preston Day, four-year-old daughter of Mr. and Mrs. Robert Day, of Nashville, Tennessee, who has won several prizes in beauty contests. Mr. Day is one of THE INLAND PRINTER'S agents in Nashville, and is employed with the Marshall & Bruce Company, publishers.

Written for THE INLAND PRINTER.

AN ADVANCE IN COLOR-PRINTING AND PLATEMAKING.

BY HENRY L. BULLEN.

FOR more than a year the Curtis Publishing Company, of Philadelphia, has been trying out a four-color cylinder press, and the colored cover and color advertising pages of the July issue of that company's *Ladies' Home Journal* show what has been accomplished. The trial was so successful that twelve presses have been ordered, seven of which have been delivered. The press consists of one large impression cylinder and four plate cylinders, each of the latter having an inking apparatus. The sheet is fed to grippers on the impression cylinder and is carried under a cylinder carrying the yellow plate, then under the red, blue and black plates, delivering the printed sheet completed, and also a slip-sheet to cover it, if necessary. The sheet is held by the grippers during the whole operation, and, therefore, can not get out of register.

There are obvious advantages. As the printing is immediately consecutive, the register is not affected by shrinking of paper, and, for the same reason, the pressman has not got to wait until the last printing before he can know positively what is the final result, as he is compelled to do when each color is printed separately. Each sheet being completed immediately he can regulate the four colors positively. As all movements are rotary, the speed is much greater than can be obtained on any flat-bed press. Three handlings of the paper are saved, and the loss from spoilage is reduced to that of any one-color press. In a word, it effects at one operation what has heretofore taken four. We understand that it is equally effective on three-color plates.

This press is built by and is the invention of C. B. Cottrell & Sons Company, and has been named the Cottrell Multicolor Rotary. The plate-cylinders are grooved, so that plates may be registered on the same principle employed on the well-known Wesel new registering iron-grooved block. The distribution is of the highest efficiency and under accurate control. The colors are, of course, superimposed on each other while wet, following the method of painters in oil colors, and equally, of course, these colors are made differently from those used when one wet color is laid over another dry color. Each set of plates prints on the same part of the surface of the impression cylinder, so that it is impossible to make ready on the impression cylinder, the tympan of which must be level. This apparent dilemma vanishes when a corollary invention, known as the McKee process, for making ready electrotyped plates is understood. This is an important invention, applicable to any style of press, though specially devised for this new multicolor press, and the process is fully explained as follows:

MC KEE SELF-PRINTING PLATES.

This is a process for treating electrotypes so that they produce all the printing effects obtainable from hand-cut overlays. The make-ready is in the plates, not on the cylinder, and the work is done before the plates are put on the press, thus eliminating that idle-press time, which is a serious and inevitable loss while the hand-cut make-ready is being put on the cylinder.

The *modus operandi* is as follows: several proofs of the plate are taken in the usual manner, and an overlay is made in reverse of that used on an impression cylinder. From one of these proofs all the darkest printing shades are cut out and discarded. What is left is used as a base-sheet. From the second proof the darkest shades and also those of secondary darkness are cut out and discarded. What remains is pasted in register on the base-sheet. From the third proof all the impression, except the lightest shades, is cut out and discarded, and what remains is pasted in register as above.

Thus a reverse overlay or matrix is produced, which is thickest on the high lights and thinnest on the solids. The electrotype is laid face down on this matrix in register and then placed on the bed of a special shaving machine. The shaving-knife will shave only those parts of the plate as are supported by the built-up portions of the reverse overlay on which the plate rests. The unsupported portions give way under the pressure of the knife, which passes over such places on the back of the plate without shaving them. As soon as the pressure is removed the resiliency of the plate causes the temporarily depressed places to spring back to their normal position. At the end of the first cut, the plate will be thinner in those parts where it was shaved and of normal thickness where it escaped the knife. The number of times the plate is passed under the shaving-knife is determined by the character of the printing-plates.

The shaving operation does not affect the face of the electrotype, which remains level, but the back has varying high and low places. The plate is then placed in a heated hydraulic press, still in contact with the reverse overlay or matrix. Under heat and pressure, the irregularities of the back of the plate are forced into the irregularities in the reverse overlay or matrix, and the back of the

plate becomes true and level. The irregularities of height are thus transferred to the printing surface. These irregularities take the place of the hand-cut overlays of present methods. The pressman adjusts his form and gages and tympan, and proceeds with a perfectly flat tympan. One set of reverse overlays may be used on any number of plates containing identical matter.

If there are any shrinks (that is, parts which are imperfectly backed) in the electrotype, this process eliminates them. The make-ready, being incorporated in the plates, can not slip or weaken. Even if the form shifts, the make-ready must follow it. No matter how many times plates thus treated go to press, one make-ready suffices for all runs. Finally, we are informed, it takes less time to treat the plates by the McKee process than to make ready with hand-cut overlays on the cylinder. The McKee process is about to be put on the market, after long and severe tests in one of the largest printing establishments in the United States, and one in which the standard of illustrated printing is the highest.

Written for THE INLAND PRINTER.

"SHOEMAKER, STICK TO YOUR LAST."

BY C. A. HARTMAN.

THE men and boys of the present generation who are working at the printing trade are not, as a rule, imbued with such reverence and respect for their calling as they might be. Most men, especially the younger ones, and the apprentices not yet out of their time, look upon the trade as only a means toward an end—the wherewithal to secure the necessities of life, and it appears to be the ambition of many a young journeyman, as soon as possible after obtaining his card, to divorce himself from the trade in favor of some other and more congenial occupation.

Recent statistics show that the printing industry in the United States gives employment to three hundred and ten thousand editors, artists, craftsmen and workers; has an invested capital of $500,000,000 and an annual product amounting to $650,000,000. Why then should it not be the aim and ambition of every young man in the business to make himself an important factor in this great art?

An illustration of the high regard in which the printing trade was held by those engaged in mastering its intricacies several hundred years ago is shown by a "Prayer" exhibited recently at a public library exhibit, in New York city. It was translated in 1733 by William Baldus, and is as follows:

"A DAILY PRAYER FOR PRINTERS, FROM
J. H. G. ERNESTI'S
WELL-CONDUCTED PRINT-SHOP.

"O Lord, Almighty God, printing is a glorious and a noble art, a blessing Thou hast reserved for mankind in these latter days, an art by which all conditions of men, and especially the Holy Church, are greatly nourished. And since, good Lord, Thou hast of Thy free grace given me the opportunity of exercising an art and craft so exalted, I pray Thee to guide us by Thy Holy Spirit in using the same, to Thy honor. Thou knowest, dear Lord, that great diligence, continued care and accurate knowledge of the characters of many languages are needful in this art, therefore I call upon Thee for help, that I may be earnest and careful both in the setting up of types and the printing of the same. Preserve my soul in the constant love of Thy holy word and truth and my body in sobriety and purity, so that, after a life here befitting a Printer, I may hereafter, at the last coming of my Savior, Jesus Christ, be found a good workman in His sight, and wear the everlasting crown in His presence. Hear me, dearest God, for Thy honor and my welfare. Amen!"

THE MOST CURIOUS BOOKS.

Queen Victoria owned the largest single volume ever made. It weighs sixty-three pounds and is eighteen inches thick. Perhaps the most expensive book is the official history of the War of the Rebellion, issued by the United States Government at a cost of nearly $3,000,000. About one-half of that amount was paid for printing and binding, and the rest for salaries, rent, stationery and purchase of records from private individuals. It took ten years to compile, and consists of 110 volumes. Another costly book is the Hebraic Bible, in the Vatican at Rome. In 1512 the Jews offered Pope Julius II. its weight in gold—$100,000—but the Pope refused to part with it. In the Chinese department of the British Museum a set of 5,020 volumes constitutes the largest book in the world. It is an encyclopedia of the literature of China from 1000 B. C. to 1700 A. D., twenty-eight centuries, and took forty-four years to compile. It was purchased by England for $6,000. Only three sets are known to exist. The smallest book in the world, about the size of a man's thumb-nail, was made in Italy. It is the text of a letter written by the inventor of the pendulum clock in 1615. Although it is four-tenths of an inch long and a quarter of an inch wide, it contains 208 pages, each with nine lines and from ninety-five to one hundred letters.—*Leslie's Weekly.*

WHEN a man wins by chance it is likely to be due to the fact that he has patiently worked up to the chance.—*S. E. Kiser, in Chicago Record-Herald.*



"BLACKSMITH!"

(Dotted line indicates route taken by gent with high collar.)

The Inland Printer

A. H. McQuilkin, Editor.

Published monthly by

THE INLAND PRINTER COMPANY

120-130 Sherman Street, Chicago, U. S. A.

Address all Communications to The Inland Printer Company.

New York Office: Tribune building, City Hall square.

Vol. XLV. AUGUST, 1910. No. 5.

The Inland Printer is issued promptly on the first of each month. It aims to furnish the latest and most authoritative information on all matters relating to the printing trades and allied industries. Contributions are solicited and prompt remittance made for all acceptable matter.

SUBSCRIPTION RATES.

One year, $3.00; six months, $1.50, payable always in advance. Sample copies, 30 Cents; none free.

Subscriptions may be sent by express, draft, money order or registered letter. Make all remittances payable to The Inland Printer Company.

When Subscriptions Expire, the magazine is discontinued unless a renewal is received previous to the publication of the following issue. Subscribers will avoid any delay in the receipt of the first copy of their renewal by remitting promptly.

Foreign Subscriptions. — To Canada, postage prepaid, three dollars and sixty cents; to all other countries within the postal union, postage prepaid, three dollars and eighty-five cents, or sixteen shillings per annum in advance. Make *foreign* money orders payable to The Inland Printer Company. No foreign postage stamps accepted.

Important.— Foreign money orders received in the United States do not bear the name of the sender. Foreign subscribers should be careful to send letters of advice at same time remittance is sent, to insure proper credit.

Single copies may be obtained from all news-dealers and typefounders throughout the United States and Canada, and subscriptions may be made through the same agencies.

Patrons will confer a favor by sending us the names of responsible newsdealers who do not keep it on sale.

ADVERTISING RATES

Furnished on application. The value of The Inland Printer as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the fifteenth of the month preceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to honestly fulfill the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

The Inland Printer reserves the right to reject any advertisement for cause.

FOREIGN AGENTS.

W. H. Beers, 40 St. John street, London, E. C., England.
John Haddon & Co., Bouverie House, Salisbury square, Fleet street, London, E. C., England.
Raithby, Lawrence & Co. (Limited), De Montfort Press, Leicester, England.
Raithby, Lawrence & Co. (Limited), Thanet House, 231 Strand, London, W. C., England.
Penrose & Co., 109 Farringdon Road, London, E. C., England.
Wm. Dawson & Sons, Cannon House, Breams buildings, London, E. C., England.
Alex. Cowan & Sons (Limited), General Agents, Melbourne, Sydney and Adelaide, Australia.
Alex. Cowan & Sons (Limited), Wellington, New Zealand.
F. T. Wimble & Co., 87 Clarence street, Sydney, N. S. W.
G. Hedelee, Nürnbergerstrasse 18, Leipsic, Germany.
H. Calmels, 150 Boulevard du Montparnasse, Paris, France.
John Dickinson & Co. (Limited), Capetown and Johannesburg, South Africa.
A. Oudshoorn, 179 rue de Paris, Charenton, France.
Jean Van Overstraeten, 3 rue Villa Hermosa, Brussels, Belgium.

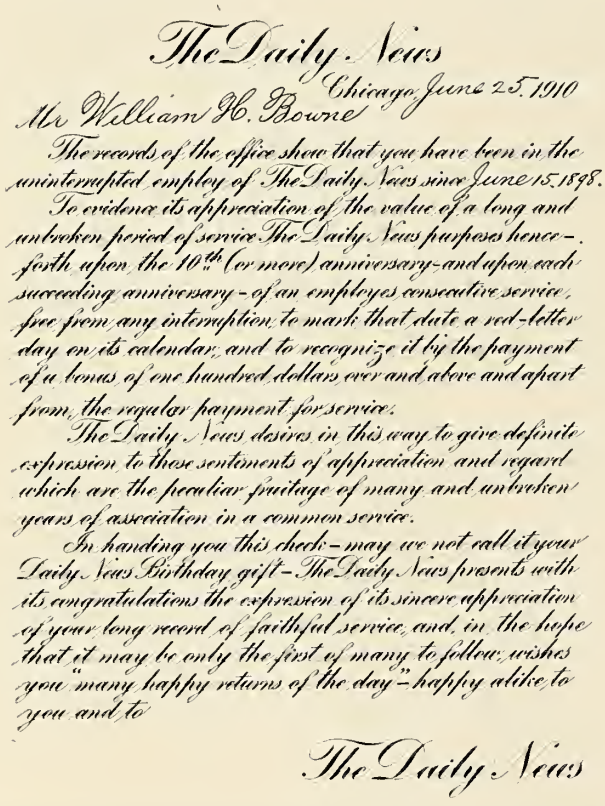
EDITORIAL NOTES.

WHAT has been termed the "newspaper spirit" is admirably portrayed in "A Story of the Montreal Fire," printed elsewhere. Those who remember the narrator — Mr. Beck — as a contributor to these columns, recognized the thoroughgoing character of the man and will not be surprised that he got his paper out on time, even though his plant was destroyed and a considerable number of the staff lay dead in the ruins. Almost womanly in the kindliness of his heart, he felt for the killed and injured in a manner of which few men are capable. Beck, however, is a devotee at the shrine of the god Duty. All through life, as printer, union official, reporter or managing editor, he has showed himself to be capable and dependable, so his friends would expect him, with all his gentleness and good-heartedness, to rise superior to the ravages of the fire monster at his worst.

THE annual conventions of the trade organizations have shown that all of them are in a prosperous condition. The most important meeting yet to be held is that of the oldest association — the International Typographical Union. The reports of the officers, which are issued a month before the delegates assemble, prove that years do not always bring enervation and lassitude. Among associations of men this union is clearly entitled to a place in the front rank, as its accomplishments have been little short of wonderful. Unusually successful in the field peculiar to trade unions, it is a leader among organizations devoted to the extirpation of tuberculosis, and in the payment of old-age pensions to more than five hundred members it is performing a social service of great moment. Its practical work in the field of trade education has had an enormous influence in bringing that question before the wage-earners of this country. These are but a few of the many activities of the members of this organization, for the local unions spend more money for eleemosynary purposes than does "the I. T. U.," as the parent body is known among printers. When President Lynch addresses his constituents he speaks to fifty thousand persons and discusses expenditures and balances totaling hundreds of thousands of dollars. In every essential particular the methods of this organization indicate a vigorous, healthy and aggressive organization proud of its past and full of the belief that it is on the threshold of still greater achievements.

THE industrial birthday idea has been given a decided impetus by Victor Lawson, of the Chicago *Daily News*. We reproduce herewith a letter which was recently received by each employee of

the *News* who has been ten years in the service of that paper. Mr. Lawson is not merely a successful publisher — he is reputed to make more than a million a year from his paper — he is a sympathetic student of industrial conditions. He knows men of all classes, their hopes and struggles, and is acquainted with the forces that make for the betterment of society, so there are no stipulations attached to his gift; the recipient is not preached at about his views or his conduct. The check is not a sop given with a sinister purpose in view, and the accompanying epistle sounds the note of sincere friendship — a recognition that those who



The Daily News

Chicago, June 25, 1910

Mr. William H. Bowne

The records of the office show that you have been in the uninterrupted employ of The Daily News since June 15, 1898.

To evidence its appreciation of the value of a long and unbroken period of service The Daily News purposes hereafter, upon the 10th (or more) anniversary and upon each succeeding anniversary of an employes consecutive service, free from any interruption, to mark that date a red-letter day on its calendar, and to recognize it by the payment of a bonus of one hundred dollars over and above and apart from the regular payment for service.

The Daily News desires in this way to give definite expression to those sentiments of appreciation and regard which are the peculiar heritage of many and unbroken years of association in a common service.

In handing you this check — may we not call it your Daily News Birthday gift — The Daily News presents with its congratulations the expression of its sincere appreciation of your long record of faithful service, and, in the hope that it may be only the first of many to follow, wishes you "many happy returns of the day" — happy alike to you and to

The Daily News

receive it have helped to make the *News* what it is. A big man who looks at things in a big way, Mr. Lawson is a public-spirited craftsman. He is a believer and an advocate in collective bargaining, and is largely responsible for the adoption and development of the arbitration system in vogue between the trade unions and the American Newspaper Publishers' Association. Mr. Lawson's business success has been due to his progressiveness, and his relations with his employees are governed by principles which may be unusual to-day, but which will be followed by an increasing number of broad-minded employers in the future.

Getting Together.

Reports from many quarters indicate that employers and employees of the printing industry are beginning to realize that coöperation is a good thing and will accomplish benefits for every one concerned. The pull-together spirit manifesting itself in many cities between the different organizations is a harbinger of better things for the allied trades in the immediate future. Shortly it will be only a question of the degree of coöperation: How far are we willing to go to assist one another? It has been demonstrated, in the matter of fighting against the practice of merchants having their printing done away from home, that a whole-hearted, broad-gaged coöperation is accomplishing what otherwise would have been impossible. The success of this movement will not be so much in gaining what, on the surface, was the aim; it will awaken every level-headed printer to the possibilities of a genuine trade brotherhood, not merely of the heads of establishments, nor yet of those holding subordinate positions, but of the entire craft, high and low.

The world may be growing worse, as some pessimists declare, but it is certain that printers are pulling in exactly the opposite direction, and will continue to do so just so long as their hearts and heads are turned toward the common-sense principle of brotherly coöperation.

Cost of a New York Job.

New York has a full-fledged printing scandal on view, and it appears to be a case of all hands to the pumps. The vigorous Mayor Gaynor and the newspapers have had much to say about the alleged wastage of $400,000 a year, and the local typographical union wants to examine the investigators' report. They hint at a printing trust and seem to be amazed that offices which have done the work in the past have an advantage over other offices. And this is the age and Gotham the place of specialization! We do not presume to question for a moment the correctness of the investigators' main conclusions, but there is a possibility that they have been misled as to the savings which can be effected. A New York daily emphasizes the fact in blackface type that a job which the city paid $29.11 for cost the investigators 29 cents. It is to wonder what sort of a job — and the report said "job" — can be done in a New York office for 29 cents. Perhaps this and some inferences drawn by the investigating committee prompted the union officials to ask for a copy of its report. That 29-cent job surely calls for explanation.

In Minneapolis the official printing has been the subject of public discussion. There was the usual hinting at trust methods, but a few trade leaders put the quietus on that phase of the discussion by declaring that they did not seek the work, as it had hitherto been done at less than cost. We

can believe Minnesotans smiled as they pondered on the astounding statement that a contractor put in a profitless bid, as citizens are not inclined to regard the average printer as being foolish, even though his patriotism be beyond question. But the incident served to enlighten the public as to the status of the printing business, and when the new contract was signed it showed an increase in price, the reason for which had been given due publicity before the tenders were received.

Cheering News from Minnesota.

A few weeks ago word came from Minneapolis, Minnesota, that employing printers of the State had come to their senses in the matter of bidding for state printing. As a result Minnesota is to pay the printer double the amount paid in the past for its printing. For years cut-throat competition had made it possible for the State to secure its printing away below cost. But the Ben Franklin Clubs of St. Paul and Minneapolis have been carrying forward a campaign of education which already has had the effect of uprooting much of the business imbecility characterizing the attitude of printers toward the state-printing contracts.

This is refreshing and cheering news. It is an indication full of promise for an era of sanity in the business office. If donations are to be made to the State, Minnesota printers hereafter will make such donations entirely outside of their business contracts and will receive full credit along with other philanthropists. And it is to be hoped that the good work begun will not stop with the state printing. Private institutions have no more right to expect charity from the printing fraternity than have the people through their local governments. And when the Ben Franklin Clubs throughout the country shall have accomplished their most important work, the printerman will no longer be a mere slave to commercial activity. He will be reckoned with as a member of a business which, in fact, is the corner-stone of civilization and commercial progress.

The Careful Printer.

In these days of rush and hustle, the careful and painstaking man is not given that credit which is his due. In many cases, of course, this seeming lack of appreciation will not affect the good work of the worker. He will continue to be painstaking because it is his nature to be so. But thousands of men and women have acquired this much-prized characteristic through a common-sense realization that it is necessary to success in any calling. And among this latter class will be found many who are susceptible to discouragement through a lack of proper appreciation upon the part of those for whom they are performing work. The result is sure to be a general lowering of the standard of their work. In addition to this, the naturally reckless and careless worker will see little reason to change his "style of pitching." Often one of these careless artisans will be heard to remark to his more careful fellow workman: "You're a fool for bothering your head about that—you'll get no credit for it."

Painstaking printers have prevented many a "bull" which would have created consternation in the establishment in which they were employed, with a corresponding monetary loss. On newspapers, editors have been spared most annoying embarrassment by compositors and proofreaders whose minds were alert while performing their tasks. These printers have a sense of responsibility. They have sufficient pride in their work to shoulder an absurdity rather than blame the "copy."

In every department of a printing establishment will be found those who use their eyes and hands merely as a medium through which their intelligence is directed. But there are others whose work has all the earmarks of the output of men and women who have utterly failed to get an intelligent grasp of what was wanted.

If the last named class are to be discouraged, the first named should be encouraged by frankly acknowledging their efficiency and worth.

Slow Work of Congress.

The envelope manufacturers have on hand a splendid sample of the delays incident to enacting legislation. As all the world knows, these manufacturers have been actively engaged in crystallizing sentiment against the Government printing return-cards on envelopes. This has been the subject of remonstrances from editorial associations and printers' organizations for more than twenty years, but until this Congress the petitions reposed in pigeon-holes. Taking the amount involved into consideration, no more active campaign has been waged in Washington than the one engineered this year by the National Joint Committee, as the directing body was called. It achieved a measure of success that is regarded as unusual. A congressman writes an interested constituent in glowing terms of the committee's work and the "victory" secured, yet he hastens to say: "Of course, the bill is not yet through the Senate, and probably will not be considered there until the next session." This representative proved a good prophet, as Congress adjourned without the senators passing judgment on the measure. The com-

mittee is full of hope, but the ground will have to be gone over again — and perhaps again — before the bill becomes a law — that is, if its opponents can marshal a respectable opposing force.

What is true in this case is true of legislation generally. Take the postal-savings bank as an illustration. Nearly forty years have elapsed since a postmaster-general first advised the establishment of such depositories, and now we are on the eve of their opening. In view of the trend of legislation, it would seem that our federal legislative mill will have to move more quickly. Delay may not have been important when Congress was dealing exclusively with political questions. But now, when the lawmakers are poking their noses into the workshops and homes of the people, expedition is more necessary. The orators inveigh against paternalism, but each Congress grinds out laws that have a direct bearing on the income and expenditures of the average citizen and which deal with economic and sociologic issues. This is bringing the Washington Government close to home, and delays in legislation may easily spell ruin to industries. The inquisition incidental to the corporation tax shows what a paternalistic creature Government is becoming, much the same as the recent dispute about freight rates discloses the tendency of Congress to light-heartedly assail what are popularly known as property rights.

Business Courage.

Last month we published in our Newspaper Work department an article taken from a Western newspaper, and if any of our readers overlooked it, we urge him to turn to page 568 of his July number and carefully study what this Western publisher and job-printer has to say in reference to his business policy. It is a frank statement of an honest printer — honest to his customers, honest to his creditors, honest to the trade and honest to himself. True, it requires some moral courage, in the face of cutthroat and dishonest competition, to inaugurate a policy such as that outlined in his editorial — and it requires still greater courage to publicly proclaim that policy to his readers and customers. But evidently he is a printer of robust integrity and strong faith in the final success of decent and sane business methods.

At a recent meeting of the Ben Franklin Club, of Chicago, the subject of estimating was up for discussion, and the nature of the remarks of some of the club's members left no doubt in the mind of the writer that the one great need of the employing printer to-day is *business courage*. A catalogue had been submitted to the membership for their estimate on the selling price of the work. The estimates returned ranged around $600 and $700. One member, however, gave a price of $500, and undertook to demonstrate the justice of his figures. But when interrogated as to whether he believed his price a fair one, he candidly admitted it was not, and that he would make "mighty little" profit on the job at the figures given. He felt, however, that competition justified the low estimate, and said he could not secure the work unless he met cutthroat prices. He was heartily in favor of raising his prices to what they should be and would do so when his competitors raised theirs. Otherwise he did not have the moral courage to do so.

Here is where the difficulty lies — lack of courage. And yet it would seem that, if slavemaking prices for printing are to be abolished, if the demoralizing influence of Cheap Johns is to be uprooted, and the trade placed where it shall be respected by financial institutions, members of the Ben Franklin Club, who are gathered together especially for the correction of these evils, should not hesitate to blaze the way for those who are plodding along without the aid of the organization's inspiring fellowship.

Again we refer our readers to the manly statement of the Western printer referred to above, and especially those who believe it necessary to meet money-losing competition in the printing trades.

Workers Wanted.

Complaints are rife about the scarcity of printing-office employees generally, more especially machine operators. To some extent the dearth is temporary, but those employers who look back to the halcyon days when compositors were always to be had for the asking may make up their minds that — barring a cataclysm — this generation will not see a revival of those conditions. Then employing printers were more comfortably situated than other employers. From now on we shall see seasons when the festive journeyman will be as much in demand as passes to the ball game. The reasons for this are quickly made apparent to those sufficiently interested to review the situation. A quarter of a century back the country towns were graduating compositors who were quick to respond to the lure of the city, made especially enticing to printers by reason of the free-and-easy "subbing" system on the newspapers. Weekly and monthly publications in the larger cities and towns also turned out compositors, for many of them were printed in "boy" offices. Nowadays they are printed under contract and the work is done in offices that want expert workmen to operate their machines. The source of supply is being perceptibly narrowed in another way. There is a greater disparity between the average country office and the metropolitan shop than was the case

aforetime. Youths see a vast difference in the quantity and character of the work that passes through these classes of offices. Consequently, there is more hesitancy about migrating from the country weekly to the metropolitan daily than was the case years ago. To some extent the same is true of job-offices. In the large city many commercial offices are transformed into factories conducted in a manner wholly strange to the novice from the country, and he pauses before "getting into the game." Probably the only factor that tends to offset these conditions is the slowly but steadily mounting wage of the city compositor.

Colonel Cushing, of Boston, told the United Typothetæ at its recent convention of another phase of this question, and from his position as an employer and his active connection with the North End Union School the Colonel is admirably equipped to speak authoritatively. He declared that, while it was comparatively easy to induce boys to become pressmen or stereotypers, they were slow to essay being compositors, owing to the fear that machines would supplant them. As the world wags, this is a senseless fear, but Mr. Cushing says it can not be successfully argued away.

At all events these are golden days for the working printerman, and as a consequence his employer is being made to realize most acutely that "we are kept up by what is underneath us."

Written for THE INLAND PRINTER.

OVERPACKED CYLINDERS AGAIN.

BY VERNON POSSNETT.



N page 53, of THE INLAND PRINTER for October, 1909, Mr. F. H. Gage aided in discussing the question of packing cylinders. I venture now to revive this discussion, after the lapse of some months.

The position of an outside critic is always a rather precarious one. Generally, his observations are brief, from sheer necessity. He goes off like a bomb, and (also like a bomb) he manages to scare more folk than he hurts. Now, I must plead guilty once again to being an outsider; and I neither expect nor intend to have much to say about the fine technicalities of presswork. My sphere is stonework, and it is only in the exercise of such duties as carry me into the pressroom that I get into touch with the cult of the pressman. One advantage, however, is mine unquestionably. I am privileged to observe and compare the methods of many men and the work of many presses, and such contribution as I am able to make to this discussion is the outcome of this very practical experience.

I must thank Mr. Gage for his very courteous references to my article in the August, 1909, INLAND PRINTER. Mr. Gage agrees that there would probably be "quite generally" an affirmative answer to my question, "Are our cylinders generally too large?" For the sake of the argument I will presume that point has been conceded, and that I have received the answer, "Yes." Mr. Gage goes on to say, "but an affirmative answer does *not* leave simply 'the problem of reducing them' as a remedy." I have no desire to quarrel about the choice of words, but I wish the word "simply" had been omitted from that sentence. To my mind, when such an admission has been made, there should be a readiness to tackle the evil. The remedy may be far from simple, but the goal of "an exact science" is worth approaching, even though we never expect to get right there. My whole contention is that we may get nearer than we are. I tried to show that cylinders begin at a point which we may call theoretically perfect, and increase in size as the demand for impression increases. Why should not the cylinder begin at a point rather less than theoretical perfection? As more squeeze is required it could be developed exactly as it is now, but the increase would not reach so far above perfection as at present. In fact, perfection would become, as it were, the mean working condition.

It is just as well that we should relieve our minds of any misapprehension about a perfect cylinder. The exact circumferences of a circle can not be ascertained. In mathematics it corresponds somewhat to the north pole in physics. We may get very, very near, and know we are near, but the demonstration is the difficulty. So, in our cylinders, we may know that perfection is within a single sheet of paper of our working condition, and we shall never know more. Mr. Gage smartly got me by the leg for saying "theoretically perfect," when I meant "practically," and is fully entitled to his "mental reservation."

A certain well-known maker of printing machinery used to boast that he could (or would) turn out a cylinder so perfect that it would print without any packing or clothing whatever. An equally famous inventor replied to me, when I repeated this statement, "I dare say he could, but what would be the use without a perfect form and a perfect bed?" The whole must be perfect before a perfect part can prove its value.

Probably we are all agreed that, as Mr. Gage says, "the cylinder will spring, the bed will also spring, and the bed and cylinder will not travel in exact unison unless held together by more or less friction between cylinder and bearers." It is this springing of the parts which demands the extra

sheets to obtain satisfactory impression. But the theory upon which general practice is based apparently ignores this spring, and leaves an enlarged cylinder an absolute necessity for an average form.

Now, let us suppose we *did* resolve to face the problem of reducing the cylinder to somewhere nearer perfection. Having removed the few sheets which were admittedly an excess over the practically perfect cylinder, we are left with an insufficient weight of impression. Two ways are possible by which this may be remedied. (1) We may put under the form the same amount of packing we have removed from the cylinder, and the spring of the press and the impression on the printed sheet will be exactly as they were when the packing was on the cylinder. Or (2) we may reset the cylinder until it bears as heavily on the form as when overpacked. Both these methods are objected to.

(1) A form of plates may easily be underlayed to produce additional impression, but a form of type and blocks is better for all purposes incident to make-ready and running, resting upon the surface of the bed. Still, we are out for impression, and the underlay is effective, though perhaps inconvenient. The condition to remember *as being effective* is this: we have raised the surface of the form somewhat higher than the bearers. There is no mechanical objection to this condition. All the mechanical adjustments remain unaltered. The axis of the cylinder remains the same distance from the bed, and the bearers on bed and cylinder engage exactly as before. Then it is possible to get enough impression while keeping the cylinder practically perfect. Of course, I am not seriously suggesting that forms should be underlayed in this manner. I simply wish it to be borne in mind that, with a form raised above normal type-high (and, therefore, higher than the bearers), no mechanical law has been violated. The compensation for "spring" in different parts of the press has been transferred from the cylinder to the form. The all-sufficient objection to this method of obtaining squeeze is, it is not practical. The objection, however, does not apply to the running of the press, but to the preparation or make-ready.

(2) The alternative method was to reset the cylinder until it bears on the form as heavily as when overpacked. I fancy I hear a chorus of objection that this can not be done, because of the bearers. I agree that it can not be done while the bearers are the same height as the form, but if we introduce the condition outlined in the previous paragraph, it *can* be done. That means that bearers must be made a trifle lower than type-high, while the form remains normal height. If the cylinder is lowered proportionately, the working conditions become identical with those attendant upon an underlayed form. The spring in the press is compensated for by having a form higher than the bearers, instead of by increasing the circumference of the cylinder. Pitch lines would need the same consideration as bearers. When the cylinder is driven by a wheel, the driving-wheel would need to be adjusted to suit the lowered cylinder. When a rack is the driving medium, the pitch-line of the rack would have to be adapted similarly.

The principle which I am enunciating may be termed the "low-bearer theory." I have tried to prove that this principle is possible on a press which is now running with type-high bearers, but inconvenience is against its application. The inconvenience may be overcome, however, but that involves a permanent alteration of certain adjustments. It is the same principle in both cases. It will not obviate variation in the clothing of a cylinder, as forms vary in their demand for impression, but it will accomplish a slight reduction in the circumference of the cylinder on every job, or on the average cylinder. Even Mr. Gage admits cylinders are generally too large, and this is my idea of tackling "the problem of reducing them."

I repeat my summary of the evils which may be seen in almost any pressroom, as the inevitable results of overpacked cylinders. Linotype slugs and type are forced off their feet, and always driven toward the gripper edge. Overlays are frequently displaced by friction, and almost invariably the displacement is away from the gripper edge. Excessive wear is noticeable on the edges of plates or pages parallel to the axis of the cylinder, due to friction and not to impression.

One feature which I have observed in practice, and which I have recently seen advocated in technical literature, is the exact opposite of the faith I have here confessed. It is, briefly, that by building bearers *higher* than the form, a slur can be overcome and unison of travel can be obtained between cylinder and form. This is the practice and teaching of men whose qualifications command respect; but I incline to the idea that a slur is distributed over a wider area — perhaps, over the whole form — by this means. Higher bearers must mean extra sheets on the cylinder, which mean in their turn extra speed of cylinder. At least, in my experience, I have noted one press which has been "improved" in this way. The slur was sufficiently reduced to allow work to proceed, but the forms always suffered a terrible grinding, which punished the slugs and destroyed the plates out of all proportion to ordinary experience. I submit there would be less tendency to slur in any press if the compensation for spring were added to the form instead of to the cylinder. We should not increase the traveling distance of the form by raising it a little above the

bearers, but the traveling distance of the cylinder is increased by every sheet added to its correct circumference.

Considering my status, I am afraid I shall be remembered for my "splendid audacity." I know I am running all the risks of ridicule, but I mean to ease my conscience, even if I sacrifice my reputation as a craftsman. If I were a pressman I might be more wise, and, therefore, more humble. But I am not a pressman, and I regret the fact, so far as it prevents me experimenting a little along these lines. As a practical demonstration of the validity or otherwise of the "low-bearer theory," I would like to see it applied to a long run of repetition work. Where several presses are regularly employed on the same job, and a form of plates is known to be good for a definite number of runs, we could soon prove whether the application of this principle resulted in any improvement. If any reader of these notes can arrange such an experiment, his facts would be a welcome contribution to this discussion.

Written for THE INLAND PRINTER.

SCIENTIFIC COLOR IN PRACTICAL PRINTING.

NO. VI.— BY E. C. ANDREWS, S.B.

LIGHT.

IN studying the laws of color we must first of all distinguish between color as the physicist describes it and color as we experience it — between objective and subjective color. For example, color as we see it is not a form of vibration, while color to the physicist is a form of wave-motion easily changed into other wave-motions, such as those of heat. Our sensation of color, therefore, is not a copy of an external fact, and we must not confuse the laws of one with the laws of the other.

In seeking for a basis of our color theory we naturally turn to the spectrum; but, first of all, it is best to know something of the physical properties of light itself. For those who care to review the subject thoroughly I would recommend "A First Course in Physics," by Millikan and Gale, published by Ginn & Co., Chapters XIX and XXI. A more advanced work is "Light Waves and Their Uses," by Prof. A. A. Michelson, of the department of physics, University of Chicago. Professor Michelson won the Noble prize for his work on light, and is undoubtedly the leading authority of the world. In the introduction to the first lecture he says:

"This, to my mind, is one of the most fascinating, not only of the departments of science, but of human knowledge. If a poet could at the same time be a physicist, he might convey to others the pleasure, the satisfaction, almost the reverence, which the subject inspires. The esthetic side of the subject is, I confess, by no means the least attractive to me. Especially is its fascination felt in the branch which deals with light, and I hope the day may be near when a Ruskin will be found equal to the description of the beauties of coloring, the exquisite gradations of light and shade, and the intricate wonders of symmetrical forms and combinations of forms which are encountered at every turn.

"Indeed, so strongly do these color phenomena appeal to me that I venture to predict that in the not very distant future there may be a color-art analogous to the art of sound — a color-music, in which the performer, seated before a literally chromatic scale, can play the colors of the spectrum in any succession or combination, flashing on a screen all possible gradations of color, simultaneously or in any desired succession, producing at will the most delicate and subtle modulations of light and color, or the most gorgeous and startling contrasts and color-chords! It seems to me that we have here at least as great a possibility of rendering all the fancies, moods and emotions of the human mind as in the older art. These beauties of form and color, so constantly recurring in the varied phenomena of refraction, diffraction and interference, are, however, only incidentals; and, though a never-failing source of esthetic delight, must be resolutely ignored if we would perceive the still higher beauties which appeal to the mind, not directly through the senses, but through the reasoning faculty; for what can surpass in beauty the wonderful adaptation of nature's means to her ends, and the never-failing rule of law and order which governs even the most apparently irregular and complicated of her manifestations? These laws it is the object of the scientific investigator to discover and apply. In such successful investigations consists at once his keenest delight as well as his highest reward.

. . . . . .

"In order to discuss intelligently these applications of light-waves, it will be necessary to recall some fundamental facts about light, and especially about wave-motion. These facts, though doubtless familiar to most of us here, need emphasis and illustration in order that we may avoid, as far as possible, the tedious repetition against which we were warned. Doubtless there are but few who have not watched with interest the circular waves produced by a stone cast into a still pond of water, the ever-widening circles going farther and farther from the center of disturbance, until they are lost in the distance or break on the shore. Even if we had no knowledge of the original disturbance, its character, in a general way, might be correctly inferred from the waves. For instance, the direction and distance of the source can be determined with considerable accuracy by drawing two lines perpendicular to the front of the wave; the source would lie at their intersection. The size of the waves will give information concerning the size of the object thrown. If the waves continue to beat regularly on the shore, the disturbance is continuous and regular; and, if regular, the frequency (that is, the number of waves per second) determines whether the disturbance is due to the splash of oars, to the paddles of a steamer, or to the wings of an insect struggling to escape.

"In a precisely similar manner, though usually without conscious reasoning about the matter on our part, the sound-waves which reach the ear give information regarding the source of the sound. Such information may be classified as follows:

"1. Direction (not precise).
"2. Magnitude (loudness).
"3. Frequency (pitch).
"4. Form (character).

"Light gives precisely the same kinds of information, and hence it is only natural to infer that light also is a wave-motion. We know, in fact, that is so."

Fig. 8 shows a wave-form illustrating the way light travels. The *amplitude* of the wave is the distance from

the highest point of the crest or the lowest point of the trough to the position of rest, which is shown as a dotted line drawn through the middle of the curve. The *period* of the vibration is the time it takes for one particle to execute one complete vibration,* that is, in the case of a cork floating on water, it is the time it takes for the cork to drop from the highest point of the crest of a wave to the lowest

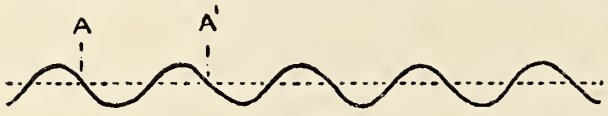


Fig. 8.

point of the trough and to return to the highest point of the crest again. This vibration is *up and down* and not along the wave. The *wave-length* is the distance between two consecutive crests, or two consecutive troughs, which equals the distance from A to A'.

Most writers on color refer to the wave-length of light, but do not explain it at all, so I trust that a simple experiment will not be out of place. First let us consider what will happen if we superimpose two similar wave-trains of equal period and amplitude. If these two wave-trains coincide the resultant wave-train will have twice the amplitude of the two wave-trains brought together, as is shown in Fig. 9. If these two trains are brought together with one a half a period ahead of the other the two trains exactly neutralize each other and the resulting amplitude is zero. See Fig. 10.

These two cases illustrate the principle of *interference*, which is interesting to the student of color, as it is one of the means by which the wave-length of light is measured.



Fig. 9.

Two of the commonest examples of the principle of interference are the soap-bubble and an oil-film on water, where we see white light producing colored areas. A simple and satisfactory method of measuring the wave-length of light is shown in Fig. 11. Two pieces of perfectly smooth and carefully cleaned glass are held together at the top with a clamp, while at the lower edge is a single silk thread separating the two plates of glass and forming a very thin wedge of air between them. If we pass a beam of light through this wedge the white light will be separated into bands which will resemble the bands of the soap-bubble in every way. If we now place a piece of red glass in the path of the light we no longer have the colored areas, but alternate bands of red and black. If blue glass is used the bands are somewhat narrower and are alternately blue and black. In either case the waves reflected by the first surface of the air-film would be in advance of those reflected by the second surface. At the top, where the two surfaces touch, there is no advance and the two wave-trains should coincide, giving a very bright band. A little lower down we should find a dark band, showing that the thickness of the film is such as to bring one wave-train half a wave behind the other one. Still lower down we should find a bright band again showing a retardation of one complete wave, etc. As a matter of fact, we do find just such an alternation of light and dark bands, with the exception that a dark band occurs at the top instead of a bright one. This discrepancy is easily accounted for by a knowledge of wave reflection, but it is not necessary to go into the matter here, as we are interested only in the number of bands which occur and in the distance between the plates of glass at the bottom, where the silk thread separates them. If we find eight dark bands in red light we conclude that the retardation of the red light is eight waves at the thickest portion of the air-wedge, and, therefore, the distance between the plates of glass is four waves. Each wave that passes *through* the film must pass *back again*, in order to produce destructive interference, so that each half wave-length in the thickness of the wedge means a retardation of twice that amount.

If the distance is actually measured by a microscope and found to be, as in Professor Michelson's experiment, two and seven-tenths microns (a micron is a thousandth part of a millimeter, or roughly about a twenty-five thousandth of an inch), knowing this distance equals four wave-lengths of red light, we have sixty-eight hundredths of a micron for

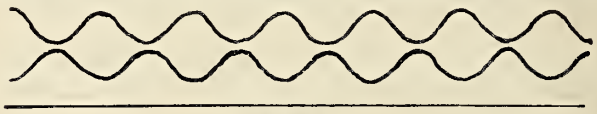


Fig. 10.

the wave-length of red light. In the case of blue light there will be twelve bands, which gives us forty-five hundredths microns as the wave-length of blue. The wave-lengths of the principal colors are approximately as follows:

Red	0.68 microns
Orange	.63 microns
Yellow	.58 microns
Green	.53 microns
Blue	.48 microns
Violet	.43 microns

Fig. No. 12 represents the wave-lengths of the different colors diagrammatically, magnified about twenty thousand times. You will notice that in the experiment the wave-length of blue was found to be forty-five hundredths of a micron, while in the table it appears as forty-eight hundredths. What *is* blue? Even in dealing with light we are unfortunately hampered by individual opinion when it



Fig. 11.

comes to naming colors! Many would call the wave-lengths between .48 and .50 blue-green, and those between .59 and .61 yellow-red. The wave-length of the extreme red is .76 microns, while the extreme violet (this is not a pigment name) is about half as much, or .38 microns. Some authorities use the same figures as shown in the table for red and yellow, but give green as .52, blue as .46 and violet .42.

* Some writers use half this distance for the period of vibration.

Few of the colored lights can be matched in pigments, so the question of nomenclature is not important. The writer did take the trouble, however, to standardize the original sample of red shown in Fig. E, Plate I, July number of THE INLAND PRINTER, and the pigment matches the spectrum red almost exactly.

We have said nothing about the rate at which light travels. We know that it travels much faster than sound, because the flash of a distant gun is *seen* before the report is *heard*, and a clap of thunder is always *preceded* by a flash of lightning. Galileo made an attempt to measure the time it took for the light of a lantern to travel between two hills near Florence, but the distance was so short he concluded it took no time at all.

In 1675, Roemer, by determining the exact moment of an eclipse of the brightest of Jupiter's seven moons, was able to predict the exact time an eclipse would take place six months later, when the earth was farthest away from Jupiter. When the time had elapsed, however, he found the eclipse occurred 996 seconds late, but, after another six months, when the earth was back at the point where he had made the original observations, the eclipse occurred exactly at the predicted time. Roemer inferred, therefore, that 996 seconds was the time taken for light to travel across the

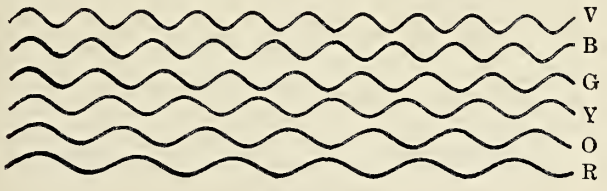


FIG. 12.

diameter of the earth's orbit, a known distance to astronomers at that time. Dividing this distance by 996 gave him 192,000 miles a second as the velocity of light.

Probably the two most accurate determinations of the speed of light are those of Michelson, of the University of Chicago, in 1882, and of Perrotin, of the University of Nice, France, in 1902. Although using different methods, Michelson obtained 186,333 and Perrotin 186,345, results which are practically identical. In round numbers the velocity of light is 186,000 miles a second. If we divide the circumference of the earth, roughly 25,000 miles, into this number we realize that light travels around the earth seven times in a single second. It is said a bullet travels at the rate of about a half a mile a second, and sound, for example on a steel rod, at about three miles a second, so it is indeed hard for us to comprehend what a velocity of 186,000 miles a second means. This enormous value, however, becomes a definite and finite quantity when we consider the distances between the stars and the earth and the time it takes for their light to reach us. The light from Alpha Centauri, the nearest fixed star, started over four years ago, and if an observer on the pole star had a telescope sufficiently powerful to see the events on the earth he would now, July, 1910, be watching what occurred in January, 1856, five years before the Civil War!

Since light travels at the rate of 186,000 miles a second, and the wave-length of red light is .68 microns, the *number of vibrations per second* of the little particles which send out the waves of light may be found by dividing the wave-length into the velocity. Therefore, in red light, the particles are vibrating at the enormous rate of over 441,000,000,000,000 vibrations per second.

(To be continued.)

Written for THE INLAND PRINTER.

HARMONY OF COLORS.

NO. IV.— BY J. F. EARHART.

COMBINATIONS WITH RED.

WHEN we view any mass of color in nature, like a mass of shrubbery or the foliage of a tree, or the different colors on a hillside, all those parts in the midst of these masses which tend toward gray will be tinted with the complementary color of the mass which surrounds it. If the foliage is green, then the trunk and branches of the tree will become purplish. If it is in the autumn, and the mass of foliage is yellow, then the trunk and branches will appear more violet.

The shadows in the depths of the masses will also assume the complementary tint, but not so positively as the gray branches, because the local color in the depths of the shadows will be only partially neutralized by the complementary tint of the surrounding color.

In combining colors we must always keep in mind the laws of contrast, as explained in the April INLAND PRINTER; and especially this law — any color covering a small area of surface, when surrounded by another color occupying a larger surface, will be strongly tinted with the complement of the surrounding color. This complementary influence will be more plainly seen when the small mass is a pure gray, like the gray of an old board fence. While riding in a swiftly moving train we have often noticed what a decidedly purplish tint an old fence would assume when it was seen against a background of green fields. So then, it follows that the grayer a small mass is, the more positive will it show the effect of the complementary influence of a surrounding color. If the small mass is a color instead of gray, then its hue will be changed by this influence.

This, of course, also applies to any piece of printing in which a small mass of color is surrounded by a larger mass of a different color; gray being affected more plainly than any other color. For illustration, we here give the effect of the complementary influence over black or deep gray when printed upon different colored papers:

Black upon red appears blue-green-black.
Black upon orange appears blue-black.
Black upon yellow appears violet-black.
Black upon green appears purple-black.
Black upon blue appears orange-black.
Black upon violet appears yellow-black.
Black upon purple appears green-black.

Black upon any of the colors given in the practical diagram will appear to be tinted with the color exactly opposite. This seems to prove that the tendency of the eye is to produce the complementary or opposite color in every mass of color, even where it does not exist in fact. This is another of nature's proofs that the writer who said that "contrast is synonymous with discord" is surely in the wrong.

In nature, the complementary influence of a large mass of color over a smaller mass becomes most positive at the distance of a few hundred feet; and, as we approach the mass this effect becomes gradually lost until, when quite near, the local color of the small mass becomes evident and is affected very slightly by the complement of the larger mass. When viewing printed matter, however, the complementary influence is plainly evident only a few feet away; this is due simply to the very great difference in size between the masses of color on a printed page and the masses of color to be seen in nature.

The manner in which this complementary influence is exerted is fully explained in THE INLAND PRINTER for April, in the article on "Contrast."

It would be well for the printer to make a large color-chart for ready reference, a foot or more in diameter, similar to the practical diagram shown in the May number. This chart should be mounted on heavy board and hung up in a convenient place. It should have a heavy sheet of opaque paper attached to it, so that, when not in use, it would be screened from the light. The red as shown in the diagram can be made by the mixture of vermilion and rose madder, or vermilion and a good rose lake, about equal parts. The printer can use printing-inks or oil-paints, as he may desire.

The value of this diagram is not alone in having it as a visible thing to refer to, as it may be needed, but also as a means of fixing in the mind, in the simplest possible form, the different colors of the spectrum and their relation to one another.

In most printed jobs the desire of the printer is to get a positive *contrast* of some kind in his job, but not necessarily a violent one. In a two-color combination then, he should not combine colors equal in tone, because the effect would be somewhat flat, on account of the lack of contrast of tone. So then, it is necessary to change the tone (location between light and dark) of at least one of the colors. Say that the combination selected is a red and green-blue; the red may be darkened with black or the green-blue lightened with white, or just the reverse. The matter may be of such a nature that it is desirable to preserve the purity of the red; in which case it would be well to darken the green-blue, because we would then get contrast of tone, and the red would become more brilliant and luminous through that contrast.

As a safe rule to follow, red will combine well with any of the colors lying between Nos. 6 and 13 on the opposite side of the diagram from the red, in their normal state, or when reduced with white, or darkened with gray or black. This, of course, includes any change of hue, which will still be between Nos. 6 and 13.

These combinations will, of course, be more or less of an opposite or complementary nature. In adding white or black to a color, the printer must be governed solely by the character of the matter for which the color is intended. A color that would be just right to produce a pleasing contrast in one job may be a little too light or too dark for another. Red should never be printed upon a complementary tinted stock, except when the tint is very light or very dark. A cream, buff or greenish-yellow tinted stock will always be agreeable. In printing red and another color upon a colored stock of any kind, the printer must always bear in mind that a harmonious effect can only be gained through a proper contrast of color and tone, the color of the stock used being considered as one of the colors in the combination. Suppose that we have a pale green-blue tinted stock and we want to use a full red as represented in the diagram; now, the question is, "What shall be the other color?" The safe course to follow will be to select a color that is closely related to either the red, or the color of the stock. We can use a green-blue reduced with white to a half-tone color, closely related to the color of the stock; or we can use a green-blue darkened so that the red will be the middle tone between the dark green-blue and the tinted stock; or we can use either a half-tone of the red or a dark tone of the red upon the stock. In each case we would have a good combination of one color, and two tones of its complement.

It is not advisable to print red upon any stock the color of which lies between Nos. 13 and 20 in the diagram. This applies to tints as well as to full colors.

It is safe to print red upon tints of any of the colors given in the right half of the diagram.

The most pleasing tints upon which red may be printed is a rich buff or cream tint; this may be an orange-buff or a yellow-buff tint. Suppose we have decided to use a buff-tinted stock printed in red No. 1 of the diagram and another color; now, what shall the other color be? The color should be a half-tone color closely related to the red or the color of the stock; or a dark shade of the red, which would make the red No. 1 the middle tone between the tint of the stock and the dark color; or a dark shade of orange (made by mixing orange and black) which would be related to the buff-tinted stock. These combinations belong to the harmony of related colors.

We will again call attention to the importance of a proper adjustment of the *values* in any color combination. There should be distinct differences in tone, so that a harmony may be gained through pleasing contrasts.

The use of numbers to establish arbitrarily the different *values* of a color appears to me to be very misleading, confusing and impractical. On page 222, of the May INLAND PRINTER, Mr. E. C. Andrews gives a table of so-called *color values*, which is very like an anagram, except that there doesn't seem to be any solution to it.

If I understand his use of the word *value*, as indicated by this table, he assumes that when a color is equal in tone to a gray, which is half-way between white and black, that it is of middle value, or fifty per cent value; and when it is reduced to a color half-way between the fifty per cent value and white, then it is seventy-five per cent value; and when it is finally reduced to white then it is one hundred per cent value, etc.

Now, I have always understood the color value of any color to be one hundred per cent when it is pure; and when it is mixed with white or black, then, of course, it loses in color value.

The different degrees of a color ranging from light to dark are properly called *tones*, when they are referred to independent of other colors. By adding white to red we get its light tones, and by adding black we get its dark tones; a red that is reduced to half its original strength is a middle tone, or half-tone red, it matters not whether it stands alone or is one of a combination of colors. As a color standing alone in contrast to a medium gray, it is at its fullest or one hundred per cent value, *when it is pure*, and not when it is reduced with white.

In a picture or design it is at its highest *value* when it properly fills its place in the expression of a truth, or the production of a harmony, without regard to whether its tone is high or low.

The Century Dictionary gives the following definition of the word *value:*

> *Value* — In *painting* and the allied arts, relation of an object, part or atmospheric plane of a picture to others, with reference to light and shade, the idea of hue being abstracted. Thus a picture in which the values are correct is one in which the distribution and interdependence of the light and dark parts correspond to nature, and particularly preserve the correct rendering of different distances from the observer; while a detail in a picture which is *out of value* is one which is too light or too dark in tone for the atmospheric plane which it should occupy, or for the proper rendering of its relations to other objects in the same plane.

So then, we repeat the statement we made in the last issue of THE INLAND PRINTER, that "the *value* of a color is simply its *correct relation* to its neighboring colors in any picture or design."

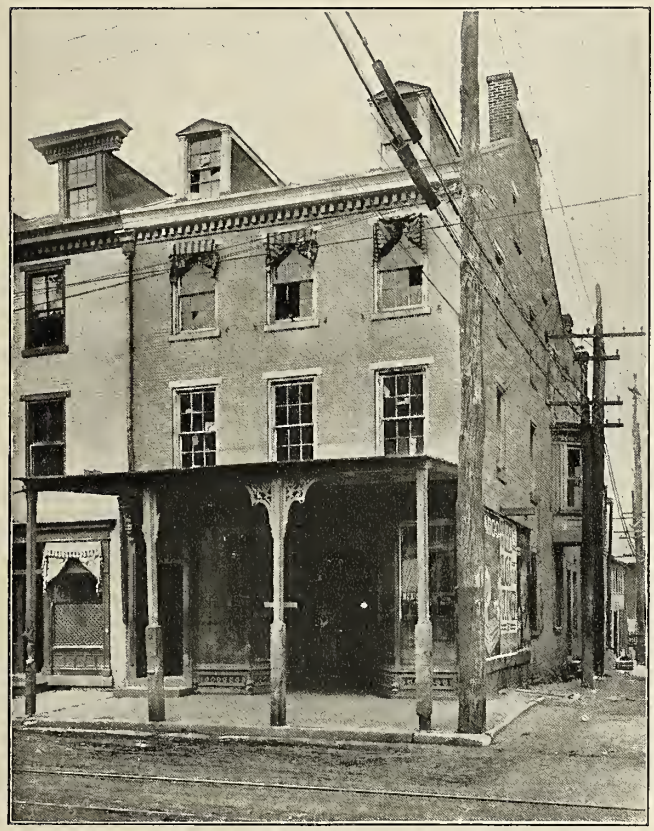
(To be continued.)

HOME OF THE LEBANON DAILY AND SEMI-WEEKLY "NEWS."

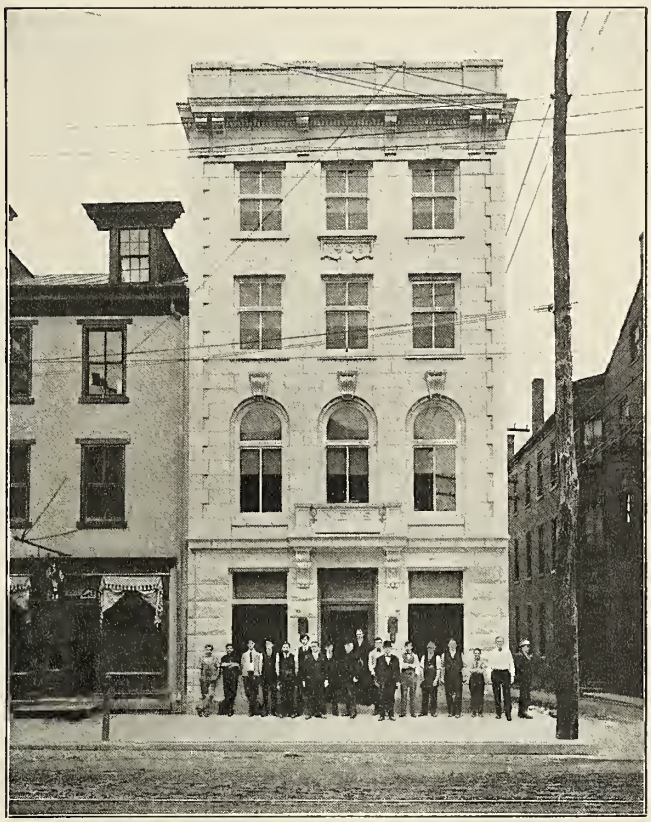
In the city of Lebanon, Pennsylvania, there stands to-day an imposing four-story newspaper building, with an attractive white-marble front, where, little more than a year ago, stood a dilapidated brick dwelling converted into a newspaper office. The accompanying photographs furnish an idea of the very creditable change made in the appearance of this newspaper office, the home of the Lebanon daily and semi-weekly *News*, but no pictures could convey an idea of the engineering skill which made the change a possibility under the circumstances which attended the improvement. Although several sections of foundations and one narrow strip of side wall is all that remains of the old building, the new one was erected without moving a press, case or typesetting device out of the establishment, and the newspaper, which ranges from eight to sixteen pages, was published on time every day, to say nothing of issuing a lot of jobwork at the same time. Patience as well as engineering skill was required, however, to complete the undertaking. For several weeks the composition of the paper was accomplished on a floor littered with mortar, bricks and other building materials, while the typographical martyrs dodged between the rafters of a temporary ceiling only five and a half feet from the floor. Moving of forms from up-stairs composing-rooms to pressrooms on lower floors necessitated hazardous trips up and down hodcarriers' ladders, and at times with rain pouring through temporary roofs and with chilling blasts blowing through cracks in tarpaper weather walls. It was an undertaking well worth the effort, however, for the newspaper is now housed in what is conceded to be one of the finest buildings of the kind in eastern Pennsylvania. Besides four floors stocked with modern machinery, paper-stock rooms and other apartments designed for convenience and mechanical operations, there is a business office finished in quartered oak and fitted with latest filing cabinets and office devices.

When the project was launched the management of the *News* promised a building which would afford a sight for visitors to Lebanon, and the promise was fulfilled in every degree, as it is the only white marble front in Lebanon.

The front of the new edifice is built of Chester County (Pa.) white marble, beautifully carved. The rest of the building is of brick and structural iron, the construction being on such a massive scale that several stories can be added very easily if they are required.



BEFORE.

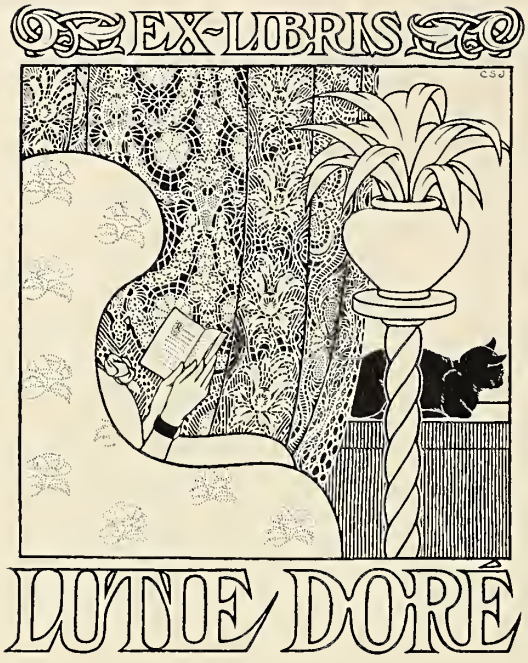


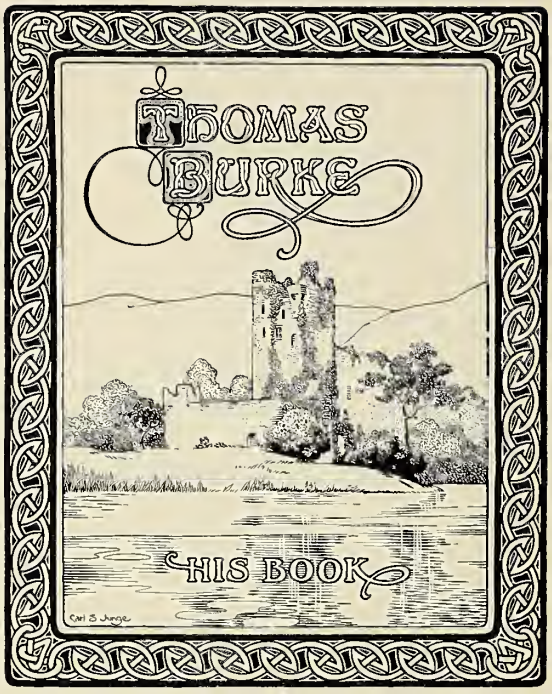
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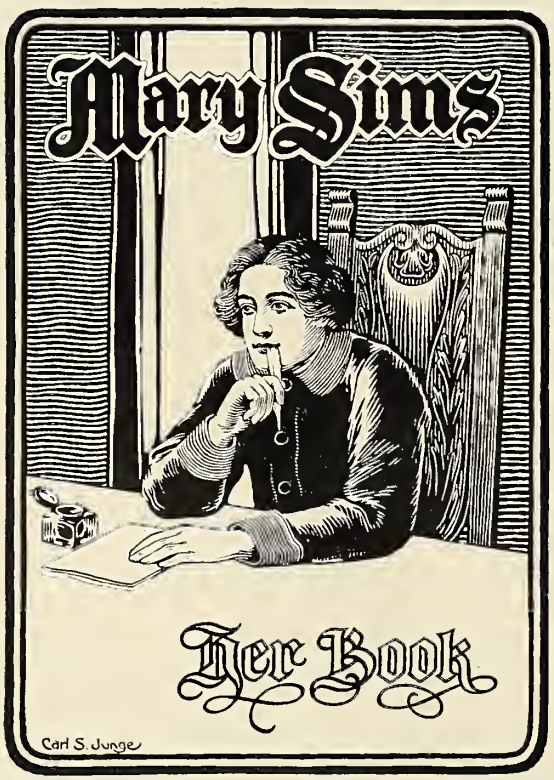
Home of the Lebanon (Pa.) daily and semi-weekly *News*. Reconstructed without moving the plant or missing an issue.

SOUTHERN CHIVALRY.

Miss Virginia Clay, the brilliant and popular editor of the Huntsville *Democrat*, is recovering from a long and tedious illness. It is a source of great pleasure to the press of Alabama to know that this bright particular star in its firmament is rapidly returning to health and vigor and that the gems that have dropped from her pen will still continue to glisten on the pages of literature and that her genial and happy presence will still be felt in the community in which she has shed so many bright rays and soothed so many aching hearts by her sympathy and words of condolence. Alabama has no brighter daughter, Southern journalism no sweeter spirit, womanhood no purer member and her recovery fills the hearts of all who know her with gratitude to Him who does all things well.—*Athens (Ga.) Democrat.*









BOOK-PLATES.

By Carl S. Junge, Chicago.

CORRESPONDENCE

While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore, correspondents will please give their names—not necessarily for publication, but as a guarantee of good faith. All letters of more than one thousand words will be subject to revision.

DEFINITIONS OF WORDS AND COLORS.

To the Editor: CHICAGO, ILL., July 14, 1910.

I agree with Mr. Earhart in a desire to avoid mere controversy. The subjects under discussion are of general interest, however, and where the instruction that is being imparted in schools of various kinds to-day is at variance with the views expressed by a gentleman of the eminence that Mr. Earhart sustains in the printing and art world, I hope that what efforts I make to arrive at the truth in scientific methods of considering color will not prove unduly irritating to any one's acute sensibilities. Mr. Earhart is disposed to flout the idea of carefully weighing colors to be used in printing, and cites the absurdity of weighing an ounce of ink for a job of printing. This is a *reductio ad absurdum*, and is hardly worthy of Mr. Earhart. For he must know that a job that requires but an ounce of ink is not to be considered. What we are working at is to arrive at the profitable, intelligent, effective use of color and to ascertain as far as possible the scientific laws which govern the use and application of color. Art and business must combine here. Mr. Earhart depends on his genius for his color effects. But he can not give this genius to others by mere assertion. We who have to do with the commercial use of color must keep our feet on the ground and be governed by known laws and facts, and the standardization of color is one of the first requisites for the users of printing-ink.

Mr. Earhart is not only at variance with me in his definition of the meaning of "value" as applied to a color: he sets himself against such authorities as A. H. Munsell; Denman Ross, of Harvard; Professor Sargent, of the University of Chicago; Henry Turner Bailey and others. It may be that Mr. Earhart's expressed contempt for scientific accuracy in ascertaining quantities extends itself also to scientific accuracy of definition. But Mr. Earhart's views and my own views are beside the question. What is of vital importance is to arrive at the truth, not the expression of personal preferences or prejudices. In this connection, the following letter from Mr. Henry Turner Bailey may be helpful to Mr. Earhart, as well as other readers of THE INLAND PRINTER. E. C. ANDREWS.

NORTH SCITUATE, MASS., June 30, 1910.

My Dear Mr. Andrews:

I quite agree with you in the proposition that it is time for all those interested in color to get together and *discountenance the use of a loose, indefinite vocabulary.* You may be interested to know that in the public schools throughout the country the terms hue, value and intensity, or chroma, are practically in universal use with perfectly definite meanings.

Hue is the quality of a color with reference to other colors of the spectrum. It has nothing to do with value or intensity. In hue a color may be a red, or an orange-red, or a violet-red, etc. A color changes in hue when it becomes warmer or cooler.

Value is the quality of a color with reference to dark and light. A given hue may be high in value, that is, may be a light tint, or low in value, that is, may be a dark shade. A color may change in value without changing its hue or its intensity.

Intensity is the quality of a color with reference to itself at its best; that is, the color may be full or dulled by the admixture of its complementary until it is lost in gray. A color may be changed in intensity without changing in hue or in value.

The quality of color about which Mr. Earhart was talking in a recent number of THE INLAND PRINTER has to do with harmony, or the relation of spots of color. That is quite another problem and an exceedingly difficult one. In dealing with that subject *we are in need of a new term.* In my own practice I have forced the word "potential" to carry the idea. The *potential* of a given spot of color is what we have to reckon with in a harmony, that is, its power to affect the eye, to affect neighboring colors, to hold its proper place in the composition as a whole. The potential of a color is a combination of its hue, value, intensity, area, shape and texture, and, as Mr. Earhart says, it is not a fixed quality which inheres in the color itself. It is a quality determined by the elements I have mentioned in itself and in all the other colors with which it is associated.

Yours sincerely, HENRY T. BAILEY.

WHERE THE COMPOSING-ROOM IS MADE TO LOSE.

To the Editor: DETROIT, MICH., July 9, 1910.

Printers are awakening to the fact that the long-accepted dictum, "there is no money in the composing-room," should be investigated, and the reason for the assertion made known. Having served for several years as foreman of a composing-room, I have gathered from experience some of the causes which make the composing-room less profitable than it should be. Chief among these causes of loss is lack of coöperation between the business office and the foreman of the composing-room. The system of conveying information regarding work from the business office to the composing-room is generally defective.

To particularize: Notwithstanding that there are a great many advertising agencies expert in planning and designing printed matter, a great many successful business men plan and look after the details of their own advertising matter, and deal directly with the printer. They are disposed to rely somewhat on the printer's taste and judgment. At the same time, while all good printers are well posted on modern styles of typography, color combinations and paper-stock, their ideas may not meet those of the advertiser. Nearly all advertisers have a general idea or conception of what they want the job they are working on to look like. There are special features that seem to them to call for special emphasis, but which to the printer, perhaps, would not seem to be of much importance. It is on this point that I venture to suggest a reform.

The problem is a problem of salesmanship. The man in the business office, whether it is the boss or an office man, is the one who comes in contact with the advertisers. It is not the foreman of the composing-room. It is right here where money may be saved. The advertiser has ideas which he wants expressed on paper. It is of the first importance that these ideas be gathered fully and completely. Let the advertiser do all the talking; let him empty himself of his ideas. If the salesman, office man or boss has

any ideas or suggestions to make let him make them; let him make rapid sketches if necessary; it is up to him to get the customer's ideas, or to enlarge on them. The advertiser who has made a success of a business through years of hard work has become familiar with certain points and facts about his business and trade that even the advertising agency might not thoroughly appreciate. To satisfy the advertiser and get his work out in a manner that will benefit his business should be the earnest endeavor of the printer in building up his business. Therefore, I would urge the salesman to suggest ideas to the advertiser. Draw him out. If, in your opinion, he is wrong in certain things try to show him the error of his way before the matter is put in type-form — and is not satisfactory. If the suggestions are accepted, carry them on to "the man up-stairs," instead of sending them up in the dummy. Tell the foreman all the points pertaining to the work that you have got from the advertiser. To this "the man up-stairs" can add his knowledge of type harmony, his ability as an artist with type, and the result will be a final O. K. on the first proof submitted, instead of the third or fourth, and the advertiser will feel that his printer "knows how." There will be no heavy charges for changes to think out when he pays his bill, and the result all along the line will be for harmony — and profit. Let's get together.

H. E. Van Doren.

NEW THOUGHT AMONG LABOR ORGANIZATIONS.

To the Editor: Washington, D. C., June 28, 1910.

The subject of industrial diseases and industrial accidents is receiving more attention than formerly, due to the fact that trades unions are insisting on suitable safeguards and healthful surroundings.

The toll paid by workers in the industrial trades is greater than it should be, owing to the lack of proper protection. Experience has taught us that trades that were formerly characterized as harmful are not so when suitable safeguards are applied.

The old view is changing among the thinkers of the industrial workers. Formerly the chief thought of the wage-earner was for his organization to demand for him a fair wage-scale. But at present other thoughts are paramount, chief of which is that the function of the labor organization shall develop into other ramifications than the wage-scale, and that the wage-scale shall receive only equal consideration with healthful surroundings. The labor leader who does not or will not see the trend of this movement will not retain his leadership.

The trades-union movement has taken on important activities in the past decade that twenty years ago would have been rejected as doubtful if not impossible of successful promotion by craft workers. No longer does the wage-scale alone employ the best thought of officers and leaders, but higher education and more efficient craftsmanship, business methods and cost determination, competition peculiar to certain localities or zones, health safeguards and sanitary conditions, and the prevention of disease in home and workroom are now live questions that more and more engage the attention of all elements among the industrial citizenship of the nation.

Columbia Typographical Union, of Washington, D. C., has but recently indicated the new thought of the labor organization, by creating the Committee for the Prevention of Tuberculosis, and appointing a printer-physician chairman, and at the April meeting the following suggestion to the Scale Committee, which was incorporated in the report of the Committee for the Prevention of Tuberculosis, was unanimously adopted by the union, and indicates that the industrial worker is eager for healthful surroundings:

SUGGESTION TO SCALE COMMITTEE.

We desire to say that it is our belief that the time has arrived for the Scale Committee, when it is called upon to renew the contracts for a term of years, to make special provisions for healthful surroundings for the men employed in the composing-rooms. What does it benefit the man to make a few dollars extra a week, if in the earning of that money his life is shortened by unwholesome surroundings?

J. R. Armstrong, M. D.

Compiled for The Inland Printer.

INCIDENTS IN FOREIGN GRAPHIC CIRCLES.

BY OUR SPECIAL CORRESPONDENT.

GERMANY.

Fifty years ago a printer named Kramer, at Leipsic, invented the method of transferring pictures known as decalcomania.

The city archives of Nuremburg will have an exhibition of early printed works, manuscripts and drawings, to be held daily from June 5 to August 22.

A firm in Barmen has placed upon the market a roller composition whose color is white, which, it is claimed, permits of a better control of the quality and intensity of colored inks.

The city council of Leipsic appropriated 1,000 marks, to be given the employing printers' association, to aid it in its purpose of assisting a number of journeymen printers to visit the present exposition at Brussels.

On June 2, Herr Otto Albrecht attained the twenty-fifth year of his connection with the F. M. Weiler's Liberty Machine Works, in Berlin. As machinist, he has up to the present set up about three thousand Liberty presses in Germany.

A typefoundry in Frankfurt a. M., swayed no doubt by the honors tendered abroad to America's distinguished citizen, has given the name "Roosevelt" to a new typeface, which is produced in roman, italic and medium-heavy full-face style.

A petition of an employer's association to the chancellor of the empire, that women be permitted to work in printing-offices on Saturdays and days preceding holidays longer than the governmentally prescribed limit of 5 o'clock p.m., has been denied.

The *Zeitschrift für Deutschlands Buchdrucker* publishes in each issue a list of individuals and concerns that seek advertising from newspapers, upon all sorts of excuses and ingenious propositions, which involve no benefit to the publishers. The lists are headed "Shying at Paid Advertising."

Some manufacturers have put on the market envelopes made wholly of transparent paper. The German Postoffice Department has now decided that such envelopes are not to be accepted for mailing, because the material of which they are made does not take readily the ink of the postmarks and also because it is difficult to write postal notations on it.

The police department of Berlin now issues a daily sheet *(Tagesbericht)*, for distribution among the members of the police force. It contains brief notices of the important events of a criminal nature and other items having interest for the police, covering Berlin and the neighboring districts so far as the latter have bearing on the metropolis.

A printer near Hamburg, with the suggestive name of Albert Hungerland, "takes the cake" with his cut prices

on printing. For instance, he offers to print 100 visiting-cards for 10 cents; 100 address-cards for 18 cents; 1,000 business-cards for 75 cents; 1,000 corner-cards on envelopes for 15 cents, and 1,000 labels for 20 cents. Samples of his work are not at hand, so one can not say whether his work is worth his prices.

DER Allgemeine Deutsche Sprachverein — a society of writers, editors, printers and philologists, whose object it is to discuss, determine and establish correct, pure and elegant German speech, and disseminate knowledge of its determinations — will celebrate its twenty-fifth anniversary, on September 10 to 12, at Dresden, where the first local branch of the society was established.

DURING the visit of ex-President Roosevelt in Berlin many local advertisers made use of his picture in various forms, having him appear in their announcements as buyer, as hunter, as horseman, as orator, etc. A trade paper commented upon this sort of advertising as being less tasteful than practical, though it indicated a waking up and a more enterprising spirit in the German advertising world.

OCTOBER 1 of this year marks the twenty-fifth anniversary of the German governmental system of compulsory insurance of workpeople. In this system the employers have to pay a part of the premiums assessed against their employees, who must each carry a specified amount of insurance. Though this sum is quite moderate, the system appears to be giving general satisfaction. Printing employees, as well as other workpeople, are amenable to the regulations of this paternalistic insurance scheme.

DURING the year 1909 there occurred 372 deaths among the members of the German union of printery employees. The causes of death are given as follows: Diseases of the lungs, 142; of the heart, 43; stomach and intestines, 36; throat and breast, 20; liver and gall, 13; kidney and bladder, 8; apoplexy, 7; nervous disorder, 5; lead-poisoning, 5; brain and marrow diseases, 5; wounds and ulcers, 5; results of operations, 5; blood-poisoning, 5; rheumatism, 3; cancer, 3; diabetes, 3; typhus, 1; drowned, 7; suicide, 19; various minor causes, 13; cause not ascertained, 26. This indicates that fully thirty-eight per cent died of consumption, showing that too much care can not be taken to provide sanitary surroundings for workers.

A NUMBER of pastors in Germany and Austria hit upon a new scheme of raising money for the building and maintenance of churches. They mail packages of assorted post-cards to lists of picked individuals, accompanied by the request that they be accepted by the recipients and a remittance no less than a stated sum be made for them (larger amounts gratefully taken, of course), "for the good of the cause," but should any recipient not care for the cards or not wish to make a remittance that he return the cards to the sender. While a large number pay for these cards, there are also many others (as is naturally expected) who send the cards back, with an occasional comment on the impertinence of approaching one in this fashion for contributions. There are others again who neither pay for the cards nor go to the trouble and expense of returning them. But these make use of the cards, nevertheless, thus saving many a pfennig which they might otherwise expend in the post-card shops. This and the fact that these pastors are interfering with the traffic of the legitimate dealers in post-cards has been viewed as so great a detriment to their business that the German Association of Post-card Wholesalers has petitioned the Prussian minister of religion, education and medicine, requesting that measures be taken to put a stop, in his domain, to this deleterious competition. The extent of the practice may be estimated when it is noted that recently seven mail bags full of these post-cards were received daily at the Vienna postoffice from a pastor at Würzburg.

ENGLAND.

THE expenses of the last parliamentary election, as given in official returns, for printing, stationery and advertising, between the issue of the writs and the polling dates, was close to $2,500,000.

MOTOR bookshops, according to the Newcastle *Chronicle*, will soon go touring about England, taking in the country towns and small villages. Three motor vans are being converted into touring bookshops, at Luton, at a cost of $3,000 each.

THE well-known American inkmaking house of Ault & Wiborg Company, which for eleven years has had a branch in London, has reorganized the latter, under the name of Ault & Wiborg London Company, with a capital of $50,000. It is a matter for congratulation that the British trade of this concern has been so satisfactory that it now puts its English branch on a permanent footing.

A NOVEL catalogue was displayed at the recent Printing Exposition in London, by Messrs. Hunters, Limited. It consisted of a series of stereoscopic pictures, which showed some fifty varieties of ticket-printing and other machines standing out in full perspective, clear in every detail. It made a very practical and original use of the wonderful effects of stereoscopy, which has hitherto been solely applied to landscapes and other views.

MANY stationers may have wondered how the name of their calling has arisen, as the designation "stationer" has no direct allusion to the commodities vended by them. A writer in the London *Daily Chronicle* offers an explanation, by telling us that the original stationers (or *stationarii*) were so called because they sold their books upon stalls or "stations" in London, round about St. Paul's, in some cases against the walls of the venerable cathedral itself.

THE printing-press manufactory of Messrs. R. Hoe & Co., in Borough road, London, being cramped for room, additional land has been purchased and an addition to the present works will shortly be erected. Mr. Robert Hoe, eldest son of the lately deceased head of the company, has been in London some time, to acquaint himself with the English branch of the business and to look after the increasing of its producing facilities. He is accompanied by Mr. Oscar Roesen, who for years has been chief of the sales department of the New York establishment.

MR. R. A. PEDDIE, librarian of the St. Bride's Institute, London, is issuing a work entitled "*Conspectus Incunabulorum.*" This is a catalogue of the titles of all of the known books printed in the fifteenth century. Part I, comprising the titles under A and B, is ready and may be obtained from the institute. According to a previous count, by a Mr. Hain, there are 4,184 incunabula under these two letters, but Mr. Peddie lists seventy per cent more, or a total of 7,128. Of these works, according to Mr. Peddie, there are 5,940 in Latin, 414 in Italian, 341 in German, 242 in French, 78 in Dutch and but 28 in English. While those in the Latin language have been preserved in remarkable numbers, those in the living languages have for the most part been lost or destroyed, no doubt being considered less learned and less important. Within recent time Dr. C. C. Bernouilli has unearthed in the city archives of Basel, Switzerland, some fifty examples of fugitive incunabula which were hitherto totally unknown to the bibliographers.

THE document tendering the "freedom of the city of London" to ex-President Roosevelt, during his recent visit

there, was produced by Messrs. Blades, East & Blades, one of England's foremost artistic printing-houses. It is beautifully illuminated, and in style is a modern adaptation of the French Renaissance of the period of Louis XIII. The text of the scroll, an official record of the resolution of the Court of Common Council that the honorable freedom be presented in a gold box to Mr. Roosevelt, and that he be invited to Guildhall, is surrounded by a delicately colored border of national flowers, rose, shamrock and thistle, with vignettes of the Guildhall, Mansion House, St. Paul's Cathedral and London Bridge at the corners. It is further embellished by the armorial bearings of the city, the lord mayor (Sir John Knill), the chamberlain (Sir John Dimsdale) and the town clerk (James Bell, Esq.). In a separate panel at the left is the eagle with shield and motto of the United States, and in a similar panel at the right is a view of the White House.

THAT English newspapers can "get a hustle on themselves," when occasion seems to call for it, is shown by some extraordinarily fast work done in the printery of the London *Daily Mail*, on the night of the death of King Edward VII., the report of which was received in its office at 12:25 A.M., Friday, May 27. With the exception of those for the last page, all the plates had been cast for the morning edition. These were all discarded, and a new set made in their stead, which meant the recasting of 996 plates, which was all done in time to print an edition of over one million copies before 6 A.M. An entirely changed make-up, with twenty-four columns of special matter, seven special illustrations, all column-rules turned and the whole paper in full mourning, was thus presented to its readers. In two hours and twenty-five minutes 700 plates were turned out. For further special editions, four changed pages were sent, ten minutes later, to the stereotypers, to produce fifty plates from each, and at 4 A.M. a complete extra edition of the *Weekly Dispatch* was sent to the stereotypers, who cast the plates by 4:25. The demand on the foundry kept on all day Saturday for the evening edition, with the result that inside of twenty-four hours the enormous number of 3,344 plates had been cast on the two autoplates operated in the *Mail* office.

FRANCE.

THE Chandler & Price Company, of Cleveland, Ohio, donated 500 francs to the Red Cross Society, for the relief of sufferers from the overflow of the Seine river early this year.

THE treasury of the mutual benefit association of the employees of the Rey printing-office at Lyons has just been enriched by 100,000 francs, which it won in a drawing of the lottery of the Crédit Foncier.

THERE is in Paris an asylum for children of workers at the book and printing trades. To this the Cercle de l'Imprimerie has just decided to make an annual donation of 1,000 francs, while the syndicate of paper wholesalers follows suit in a yearly offering of 800 francs.

A PRINTER at Bordeaux, M. Gabriel Delmas, in a paper read before a printers' congress at Marseilles, suggests a reform in the sizes of paper, the new plan he offers being a decimalization of the dimensions. The idea has evoked considerable discussion in interested circles, but no determination was arrived at. The proposed dimensions are as follows, stated in centimeters: *Pot*, 30 by 40; *tellière*, 35 by 45; *couronne* or *écu*, 45 by 55; *cavalier* or *raisin*, 50 by 65; *petit jésus*, 55 by 70; *jésus* or *grand jésus*, 55 by 75; *soleil*, 60 by 80; *columbier*, 65 by 80 and 65 by 90; *grand aigle*, 75 by 105; *grand monde*, 90 by 120. Combined with this is the idea of a decimalization of the weight of paper, in even steps of 10 grammes, as 30, 40, 50, etc., grammes per square meter.

RECORD of an early printers' strike has been unearthed in Paris. It occurred near the end of 1791, in the office of a certain M. Baudoin, printer of the *Logographe*, published at 426 rue Saint-Honore. M. Robert Henard gives this account of it: "The inspecting commissaires transported themselves to the printing establishment in the former convent of the Capuchines, where in the basement they found forty-seven presses, which were abandoned. The compositors, whom they found on the first floor, were on a strike, because M. Baudoin, the employer, had introduced female compositors."

AS INDICATING the comparative value of circular and newspaper advertising, there may be noted the experience of a Parisian business house. This concern mailed 20,000 circulars, at an expense for printing, envelopes, addressing, stamps, etc., of 2,295 francs. It received 29 responses, and subsequent orders that netted a profit of 495 francs. It then expended 1,700 francs on newspaper advertising, which brought 1,100 inquiries and led to 364 sales, upon which a net profit of 3,700 francs was made, or 221 per cent of the advertising expenditure, in contrast to the net loss on the circular advertising of 1,800 francs.

IN France the term "*lithographes à façon*" is applied to those master lithographers who work only for other masters and who never come in contact with customers. The cause for such managers *in partibus* is given as follows: It had been ascertained in the larger lithographic establishments that profits were not what they should be, because the workmen, instead of conscientiously performing their full duty, did everything they could to drag the work along. Instead of getting 12 to 18 tokens per day off the presses, an easy possibility, they would get but from 10 to 15 tokens, the reason for this stretching out of the work being no doubt the fear of "working themselves out of a job." The proprietors, who had to look out for interest on capital, amortization and some profit, could not be content with such a practice, and in their search for relief from it hit upon the scheme of making middlemen of themselves. They made it possible for some of their workmen to buy small lithographing outfits, and told them, "Rent at our expense some modest working floor and we will give you as much work as you will be able to handle." With this method the employers no longer had the onerous duty of watching over the details of getting out the work, but gave their entire attention to finding customers and seeing to the execution of their orders. Then they contracted with their former employees, who had now become in a degree also managers, and who, being now their own bosses, labored harder and delivered more work for the same money than when they were merely employees. They remain producers, stay the whole time in their little shops and never think of seeking custom direct from the public.

ITALY.

IT is reported that Pope Pius X. will approach those governments (among which is also the United States) which now use the Gregorian calendar of 1582, with a proposition for another calendar reform. The new plan provides for beginning each normal year with a Monday and ending it with a Sunday. New Year's Day, without designation as a weekday, is to precede the first Monday. Easter Sunday, which now oscillates between March 22 and April 25, is to be fixed on April 7, and the other "movable feastdays" are to be also on fixed dates — Pentecost Sunday, for instance, to be on May 26. (Information as to the

disposition of the extra day in leap years is not at hand.) Such a system would be of much interest to printers. Its simplicity and uniformity would save much expense in the composition of calendars, which would remain the same from year to year.

A SYNDICATE of typefoundries, La Società Augusta, at Turin, has instituted a prize competition, offering a first prize of 2,000 lire, a second of 500 lire and a third of 250 lire, for the best design for a new type-face, which it shall be possible to reproduce in all sizes from six to eighty-four point. The competition is open to artists, designers, engravers and printers of all countries. Contestants may each enter several alphabets. Any design not winning a prize, but which the company may desire to use, is to become its property, but the designer will be paid an indemnity of 100 lire for it. The contest closes on March 31, 1911. Those who may be interested can obtain further information regarding this contest by addressing La Società Augusta, at Corso Palermo No. 3, Turin, Italy.

ITALY gave Europe its first lessons in sumptuous bookmaking, and now the Florentine publisher Olschki is to commemorate the jubilee year of the proclamation of the kingdom of Italy, by producing an edition of Dante's "*Divina Commedia*," in which he expects to vie with the choicest work of the ancient printers. The description of the new edition is like a dream of Sir Epicure Mammon. It is to be printed on hand-made paper, specially watermarked with the head of the immortal Dante, and is to be bound in the finest of leather, with ornate knobs, while the best of Italian workmanship is to be expended upon the hinges and clasps of bronze. The book is to be a royal folio of about six hundred wide-margined pages. The regular edition will cost $100, but six specially prepared copies will cost $600 each. The latter are to be printed on parchment, and all the initials and the coats-of-arms of the purchasers are to be illuminated by the minaturist Amedeo Nesi, while the clasps are to be of silver. This new edition of Dante will have added literary worth, as Count Passerini is not only to provide a revised text, but to furnish a commentary to illumine the poem as a work of art and to elucidate its spiritual suggestions, and D'Annunzio will write for it a life of the poet.

AUSTRALIA.

THE Master Process Printers of Victoria partook of a "first annual dinner," at Melbourne, early this year. The bill of fare, which surpasses similar ones displaying a peculiar style of wit, was as follows:

OPERATORS' INSTRUCTIONS.

Copy. *Interior.* *(Enlarge one-third.)*

FIRST ETCH.

Consomme à la Dragon's-blood.

SECOND ETCH.

Fried Fillet Whiting, Le Page's Sauce.

THIRD ETCH.

Lamb Cutlets in Powdered Resin.
Green Peas in Sulphate of Copper.

DEEP ETCH.

Braised Fillet of Beef, Nitric Acid Sauce.
Bitumen Gravy.
Zinc Beans. Kauri Potatoes.

ROUND ETCH.

Victoria Pudding, Sauce à la Cyanid.

FINISHING ETCH.

Scrap Zinc Dessert. Coffee Out of Square.
Acids to follow in proportion.

HUNGARY.

THE printers' union of Budapest is arranging for an instructive excursion, from August 13 to 21, to Dresden, Leipsic and Berlin, to visit the larger printing-offices and inspect the various other things worth seeing in these cities. The cost of the trip is estimated at $40 per person.

AT the behest of the employers' associations, the ministry of commerce of this country has named a commission to put into practice a plan of establishing a trade school for instruction in the various branches of the graphic arts.

THE employees in the printeries of the provincial towns and cities of Hungary, to the number of 945 compositors, 178 pressmen, 126 male and 361 female auxiliary workers, went on a strike, on May 30. The cause for this was the dilatoriness of the employers in assisting the unions in discussing and establishing a new wage-scale, to take the place of one expiring on June 10. On June 7, at the demand of the governmental authorities, a meeting was called, at Budapest, of representatives of employers and employees, to endeavor to come to an understanding. One of the main differences was the endeavor of the employers to restore the nine-hour day, which the employees strongly opposed. After five days of controversy, an agreement was reached, though reports at hand do not give the details of this.

ABYSSINIA.

THIS land, with a population of about four millions, is, perhaps, the only country of its size in which no newspaper is published, which is astonishing considering the number of Europeans living in it and the relatively great intelligence of the natives, and especially as in the neighboring Liberia there appears at the capital, Monrovia, a journal, the *Liberia Gazette*.

SWITZERLAND.

THE *Gutenbergstube* (room devoted to typography), in the Historic Museum of Berne, which is sustained by a special association of printers and others interested, has now on file 134 different periodicals devoted to printing and allied trades. The completed volumes of these are now being bound.

JAPAN.

BEGINNING in February last, a new publication in the English language, entitled *The Japan Magazine* (A Representative Monthly of Things Japanese), appears at Tokyo. It is handsomely illustrated.

FRENCH OBITUARY NOTE.

Mark Twain delighted in quizzing the translators of his works, and all who have read "The Jumping Frog" will recall the funny retranslation which he made of it, from the French tongue. Here is an item translated — very freely — from a French contemporary review, which would have amused the old pilot:

"Mort de Marc Twain.— The celebrated writer-humoriste American, who went to death the 21 April, in his residence of Stormfield, near the Redding (Connecticut), was in his youngness a worker typograph; of his true name he was called Samuel Langhorne Clemens. He was born at Florida, Missouri, the 30 November, 1835, and entered in apprentisage at the age of twelve years as typographe in the printery du *Courrier*, in the little village of Hannibal, Mississippi. This is in 1867 that he made his premier voyage in Europe. He died rich, by the product of the sale of his books and the conferences which he gave; this is without doubt in the bottom of the box of the devil *(cassetin au diable*)*, a mania for which in his infancy must be taken the secret of his devilish inspiration *(de sa verve endiablée)*.

* Hell-box.

A STORY OF THE MONTREAL FIRE.

About twenty years ago, Edward Beck worked as a compositor at Detroit, Michigan, was an officer of the local typographical union, and later became managing editor of the *Evening News*, during which time he conducted a department in THE INLAND PRINTER. Some time ago he went to Montreal, Canada, and was assistant editor of the *Herald* during that newspaper's recent disastrous fire, in which more than a score of newspaper workers lost their lives.

Mr. Beck was one of the survivors. He not only survived, but marshaled the remaining members of the different departments of the paper and performed the remarkable task of getting out the *Herald* on schedule time on the day of the fire. Mr. Beck's interesting story of the disaster and his work of issuing the paper four hours after the first alarm was turned in is given as follows in *Newspaperdom:*

It was just 10:45 o'clock on Monday morning, June 13. The day's paper was fairly in the making. The early copy had been sent up to the composing-room. The reporters had received their daily assignments and most of them were scattered throughout the city. The editors were at work. The Linotypes were grinding out slugs with their customary regularity.

There wasn't the first premonition of trouble in the air.

The *Herald* runs a column of humorous paragraphs on its editorial page, and I had just taken my foot from the lever of the pneumatic tube after pumping the day's contribution for this column to the composing-room, and had seated myself at my desk, chuckling over the last of the funny paragraphs, when a loud crash as of some heavy piece of machinery falling in a near-by room resounded throughout the building.

"It's some dub pressman let fall a form," I thought.

We were used to noises in the Herald building.

"Crack! C-r-a-s-h! Ba-ng!" still louder.

It sounded as though for variation the pressman might have left his mallet and planer and his quoin-key on the form and had started to grind them up in the press.

Then a detonation like that from a cannon, accompanied or followed by the sound of running water. I looked up.

Twenty yards away the ceiling gaped fearfully. Through an aperture, momentarily growing larger, poured a stream of water, broken plaster, dust, laths, beams, brick, machinery.

Something was surely happening. Then I saw other members of the editorial staff making for the front windows and I followed them. Soon we were standing in a row on the stone ledge looking out upon a sea of upturned faces. Behind us was the steady pour of the débris streaming through the broken ceiling. The walls seemed to shake. It looked as though the entire building were about to collapse.

"Get a ladder!" I yelled.

The crowd gazed fatuously.

"We've telephoned for one," some one called back. And then they yelled: "Don't jump."

It wasn't nice standing there with the thought that any minute the wall on which we were perched might crumble and go down. Still the June sunshine, as it filtered through the trees across the square, looked good. The cool breeze, too, seemed cheerful after the close atmosphere of the office.

Pretty soon a fireman came from behind and plucked me by the sleeve.

"You can go down the stairway if you'd rather," he said.

I dropped back into the editorial room and with my friends went "down the stairs."

On the way I stopped to close down the top of my roll-top desk. I changed my office jacket for a street coat, donned my hat and raincoat. Some of the others also waited to gather up personal belongings. If it was to be a retreat let it be an orderly one — not a rout.

Outside I mingled with the throng. I watched the work of rescue going on in the upper floors of the building. I got in the way of the firemen. I was elbowed and jostled by the crowd and jammed by the police.

Flames were breaking out from the upper windows and I saw the maimed and wounded carted away in ambulances. Here and there I came across a survivor of the ruin whom I knew and stopped to exchange congratulations, mingled with regret for those who had been less fortunate.

By and by a thought came to me — the *Herald*. To-day's paper. It must come out as usual. A fire might destroy the material things, but it couldn't destroy the soul of a newspaper.

With that thought in mind I edged through the crowd and made my way to the office of the Montreal *Gazette*, the *Herald's* morning contemporary. Mr. James S. Brierly, the president of the Herald Company, and the *Herald's* editor, was out of the city when the fire started, and I was unable to communicate with him. In his absence I made a temporary arrangement with Mr. Smeadon White, of the *Gazette*, for the use of his plant to get out the day's issue.

Then came the task of rounding up the scattered staff. Soon, however, they began to come in — editors, reporters, linotypers, printers. It was like the reassembling of an army after a pitched battle in which the army had been worsted. Some of the survivors bore the marks of conflict still upon them. Some had bandaged hands and arms. Some bore wounds on their heads and faces. Some were coatless, hatless.

Not much time was spent in discussing the disaster. Some of the men were *Herald* veterans, who had been through other *Herald* fires. The paper has been burned out four times during its existence. These talked of other encounters with the elements — like soldiers of the Grand Army assembled in annual reunion.

Soon everybody was at work. Copy began to come in. The machines began to hum. Order emerged from chaos. Forms were made up and sent to the stereotype-room. Plates found their way to the pressroom.

Occasionally a man would stop to speak a word about one of his comrades whose dead body was in the burning building on the other street. Everybody spoke of Consitt — Consitt, the good-natured, blithe young fellow who had come in a few months before from a little town in Ontario — Consitt, who made up the editorial page and who was unusually obliging. Everybody was sorry for Consitt.

The afternoon wore on, and pretty soon I was reading the complete story of the fire in my own paper and in that of the rival afternoon papers, and making comparisons. The sense of personal concern in the matter was almost wholly lacking. It seemed as though I had always been working in the *Gazette* office, although up to that day I had not stepped inside the Gazette building.

Then a lad came up and told me that a lady wanted to see me on the ground floor. Conscience-smitten I fled down the three flights of stairs and at the foot my wife rushed into my arms.

"Why didn't you phone me that you were out of danger?" she asked.

I hadn't even realized that I was in any danger.



LIVING STATUARY.
Photograph by E. M. Keating.

HANDY NEWSPAPER ASSIGNMENT BOOK.

Frank H. Williams, city editor of the Fort Wayne (Ind.) *News*, has invented a book for keeping track of reporters' assignments, and other data that must be referred to at frequent intervals during the day. The pages are divided into headings, "Stories to Be in To-day," "Assigned To," "Date of Assignment," etc., and there is a large space for articles and features to be looked up on a given date. Each page measures 9½ by 12 inches, and one is devoted to each day in the year. The binding is strong, and will stand a lot of wear and tear on the desk of the city editor, for whose use it is specially designed.

MUSICAL INSTRUMENTS AND SHEET MUSIC



CATALOGUE
for 1910

THE
MARSHALL & JACKSON
COMPANY

376 Madison Avenue, Harris, Maine

First Place. By Frank L. Siddall, Kearny, New Jersey.

The
Marshall & Jackson
Company

Musical Instruments
and Sheet Music



Catalogue for
1910

376 Madison Avenue
Harris, Maine

Second Place. By J. F. Tucker, New Philadelphia, Ohio.

The
Marshall & Jackson
Company

Musical
Instruments and
Sheet Music



Catalogue for 1910

376 Madison Avenue
HARRIS, MAINE

Third Place. By F. L. Crocker, Jersey City, New Jersey.

Catalogue *for* 1910

MUSICAL INSTRUMENTS
AND
SHEET MUSIC



THE MARSHALL &
JACKSON COMPANY
376 Madison Avenue
HARRIS, MAINE

Fourth Place. By Wm. C. Magee, Philadelphia, Pennsylvania.

The
Marshall & Jackson
Company

Musical Instruments and
Sheet Music

CATALOGUE FOR
1910

376 Madison Avenue
HARRIS, MAINE

Fifth Place. By Geo. E. McCabe, Grand Haven, Michigan.

CATALOGUE FOR 1910

The
Marshall & Jackson
Company

Musical Instruments
and Sheet Music



376 Madison Avenue
Harris, Maine

Sixth Place. By G. L. Mathews, Jacksonville, Florida.

The
Marshall & Jackson
Company

Musical Instruments and
Sheet Music



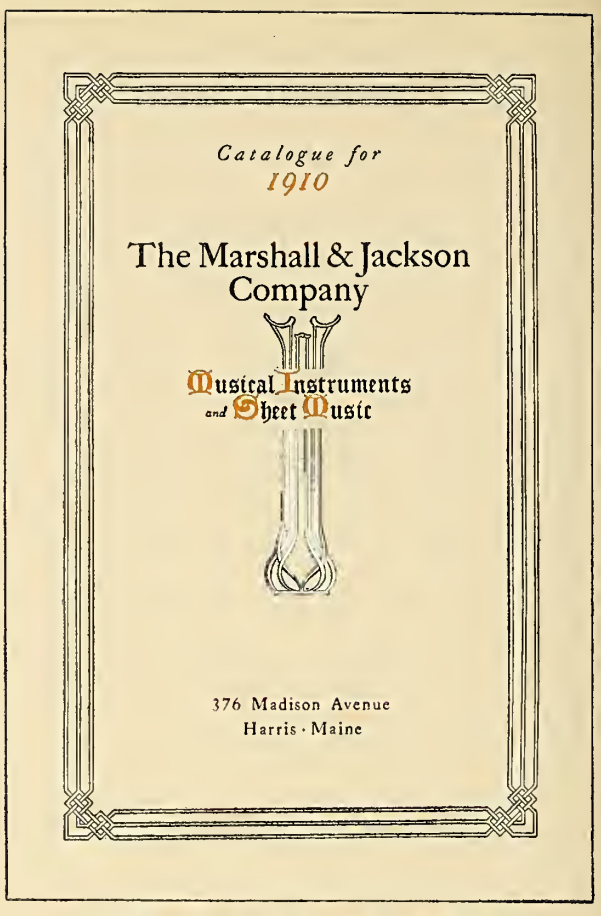
Catalogue for
1910

376 Madison Avenue, Harris, Maine

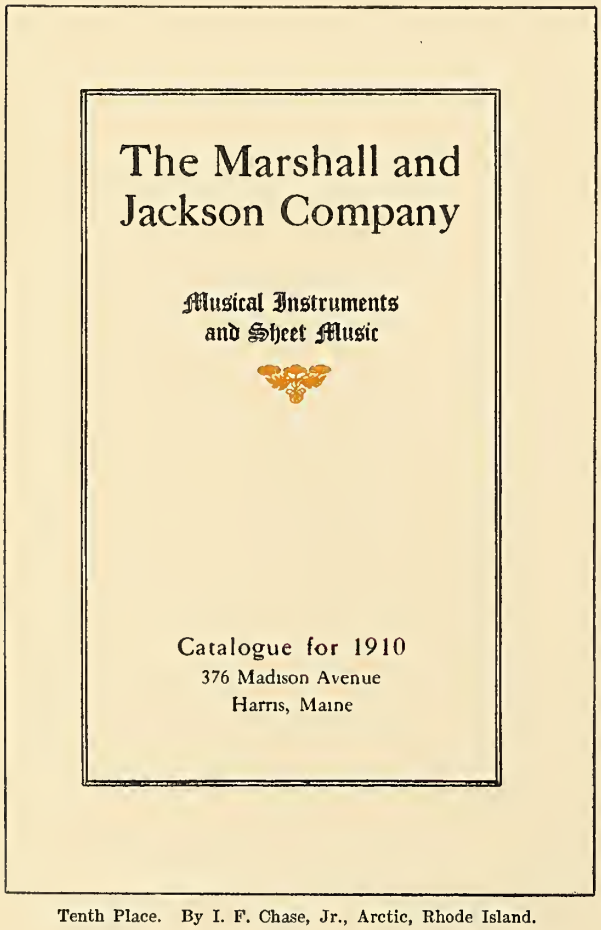
Seventh Place. By Michael Edmeyer, St. Paul, Minnesota.



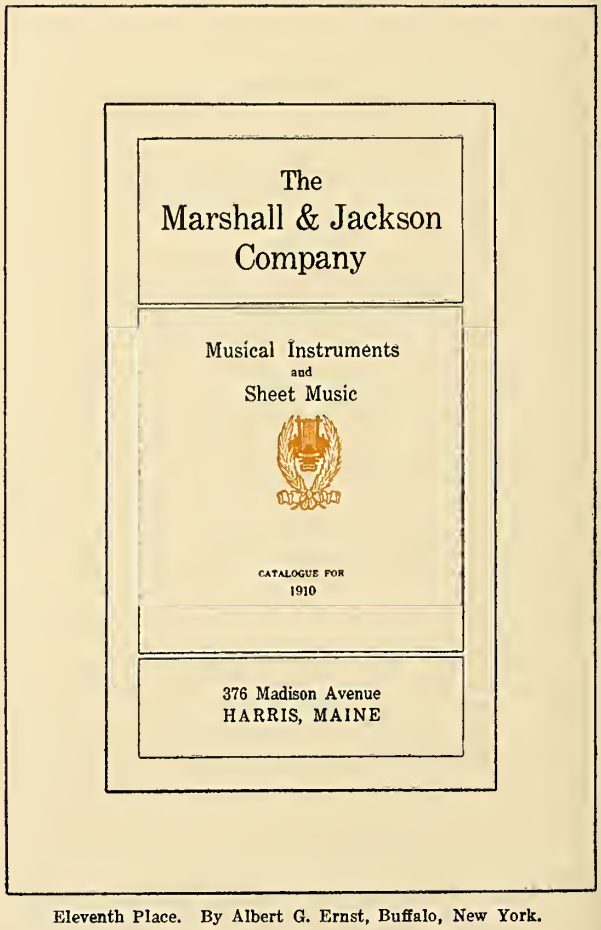
Eighth Place. By Philip L. DeWitt, Rockford, Illinois.



Ninth Place. By L. C. Wehrum, Chicago, Illinois.



Tenth Place. By I. F. Chase, Jr., Arctic, Rhode Island.



Eleventh Place. By Albert G. Ernst, Buffalo, New York.

Musical Instruments
and
Sheet Music



Catalogue for
1910

The Marshall & Jackson Company
376 Madison Avenue Harris, Maine

Twelfth Place. By Chas. R. Waters, Chicago, Illinois.

CATALOG FOR 1910

THE MARSHALL & JACKSON COMPANY

Musical Instruments and Sheet Music



376 MADISON AVENUE, HARRIS, MAINE

Thirteenth Place. By Harry Freeburg, Irwin, Pennsylvania.

Catalogue for 1910

The
Marshall & Jackson
Company

Musical Instruments
and Sheet Music



376 Madison Ave., Harris, Me.

By Will J. Cota, Burlington, Vermont.

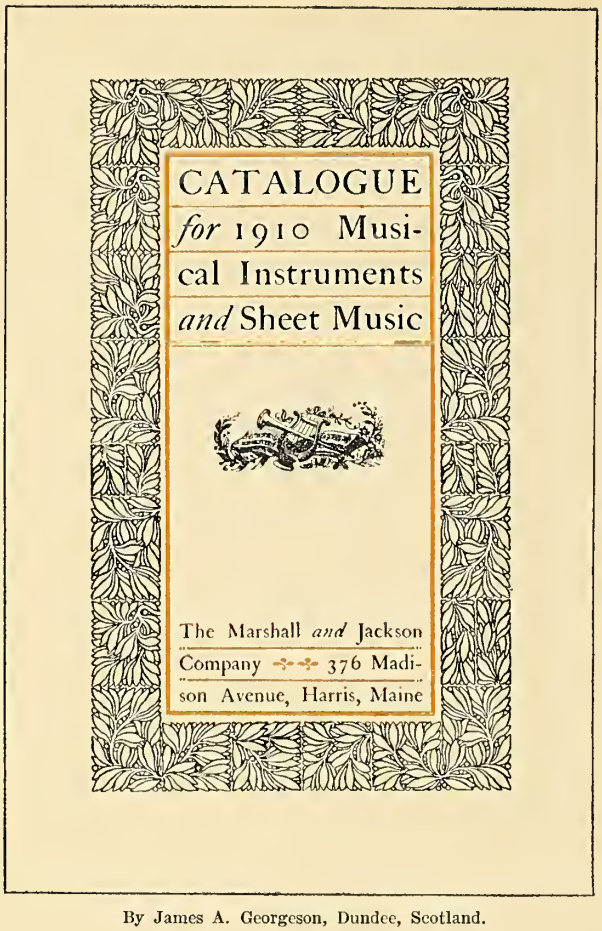
MUSICAL
INSTRUMENTS
and SHEET
MUSIC



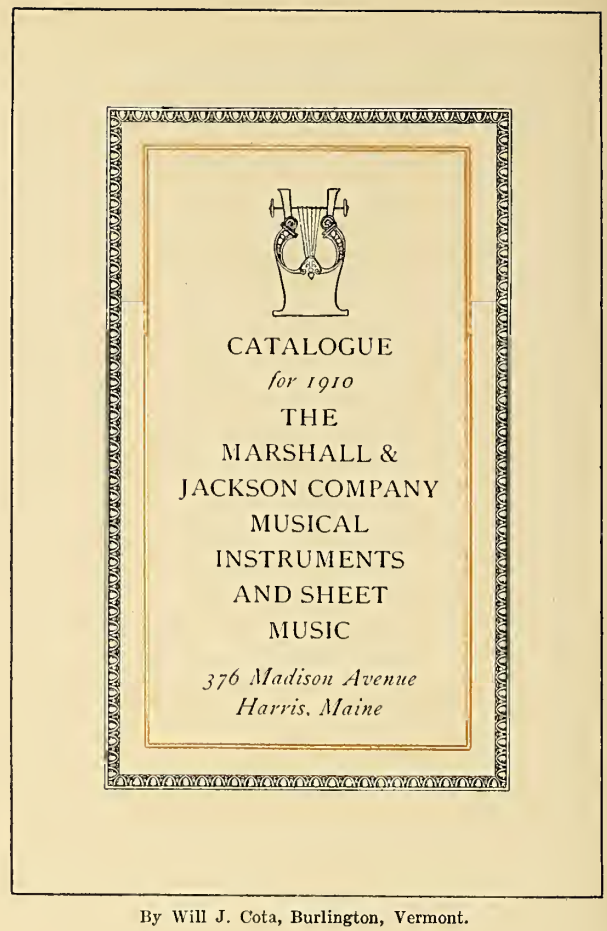
CATALOGUE FOR
1910

THE MARSHALL AND
JACKSON COMPANY
376 Madison Avenue
Harris, Maine

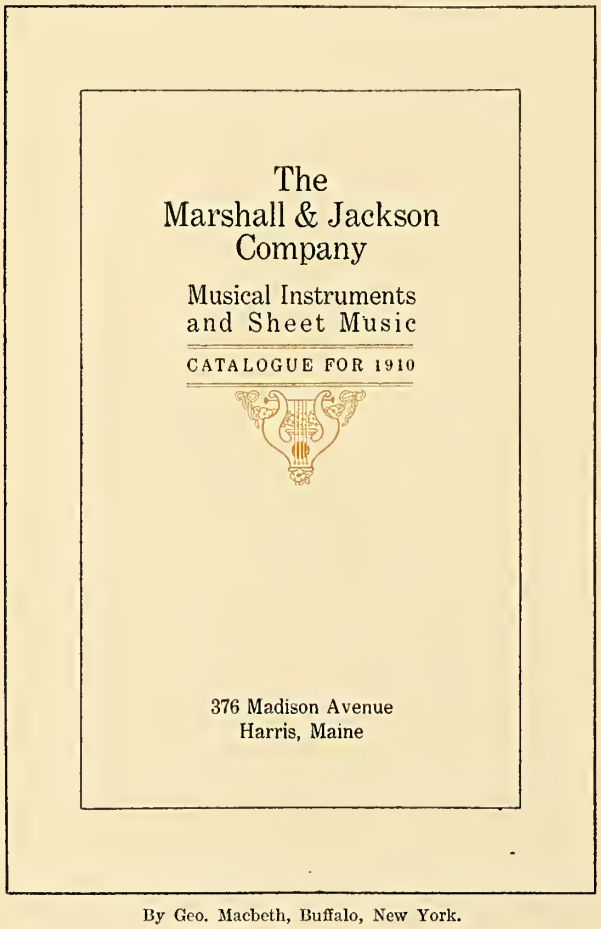
By W. De Fabritis, Waterbury, Connecticut.



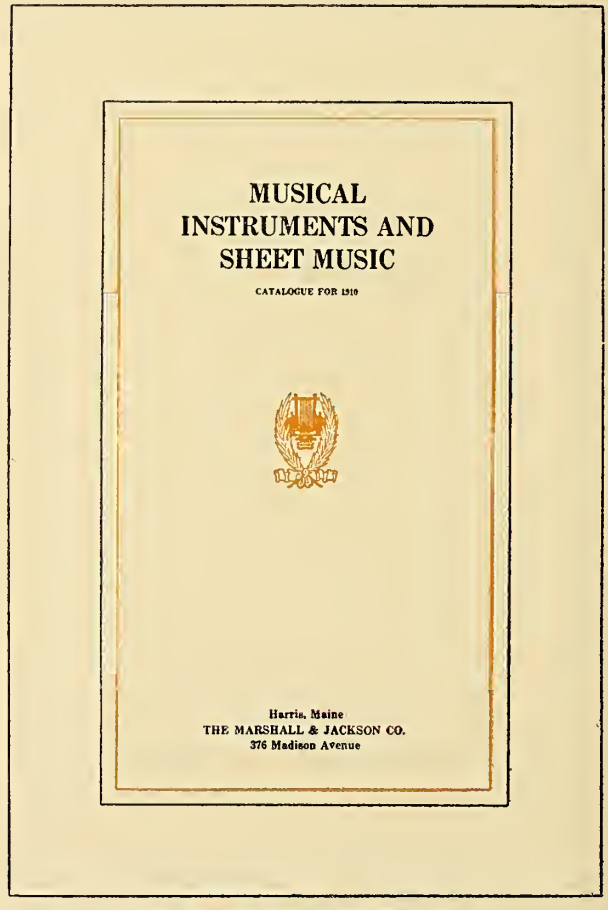
By James A. Georgeson, Dundee, Scotland.



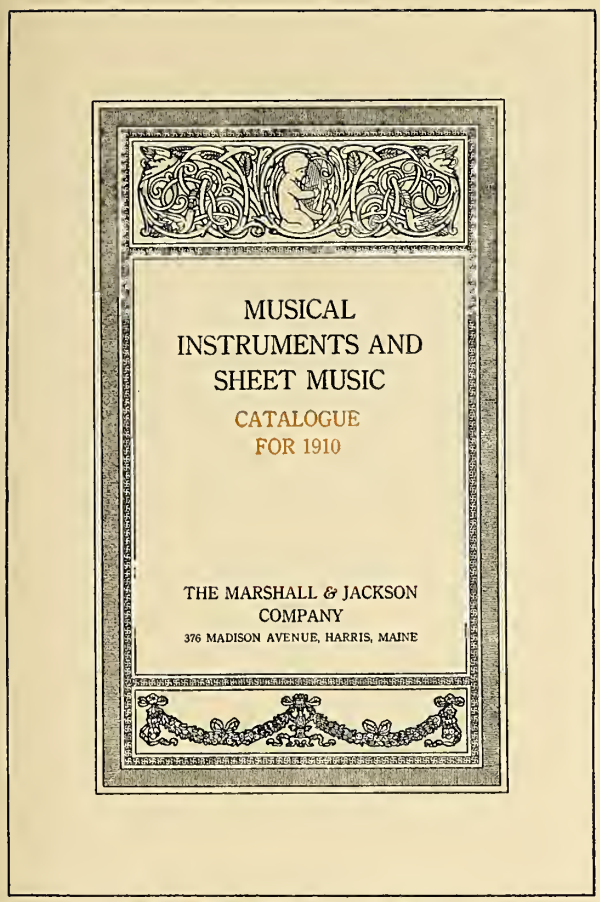
By Will J. Cota, Burlington, Vermont.



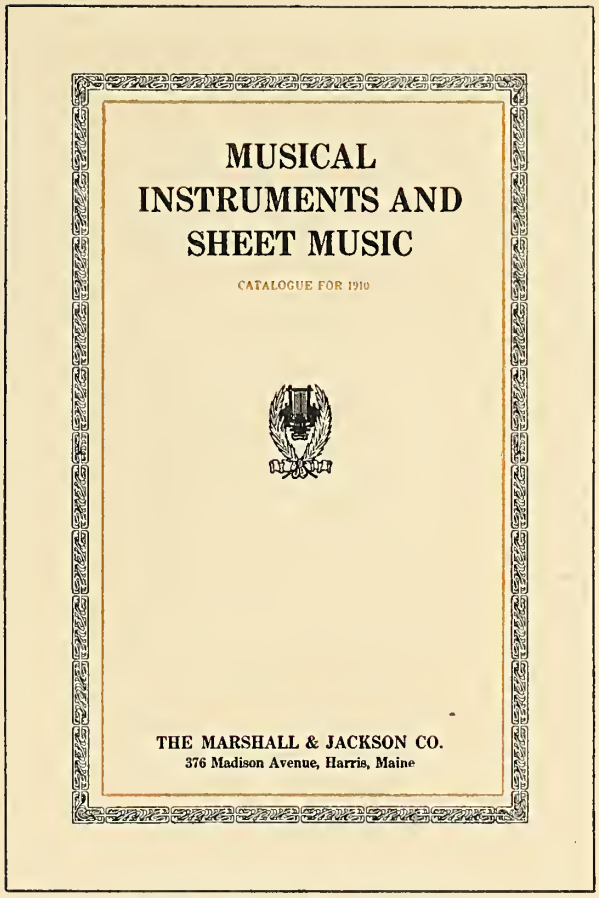
By Geo. Macbeth, Buffalo, New York.



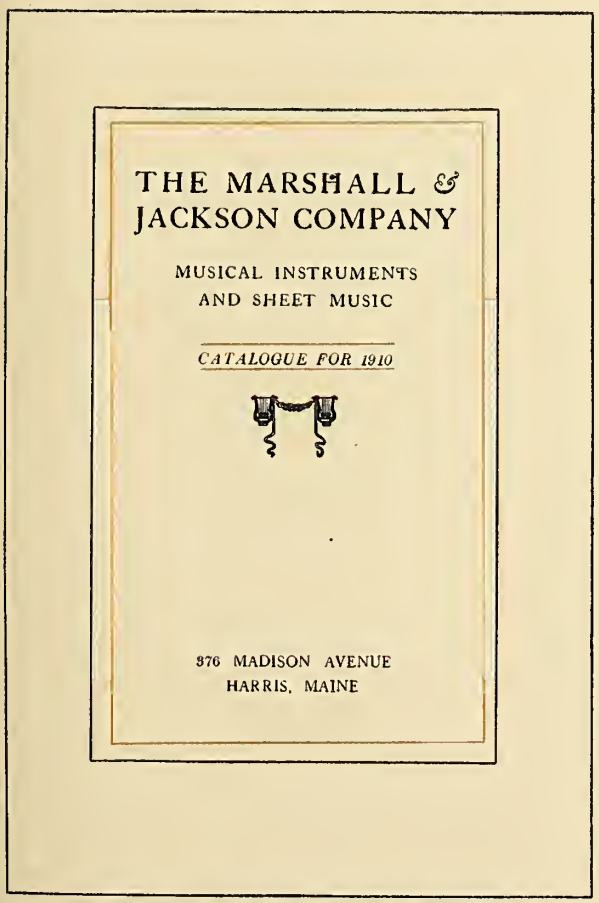
By Theodore Backen, New York city.



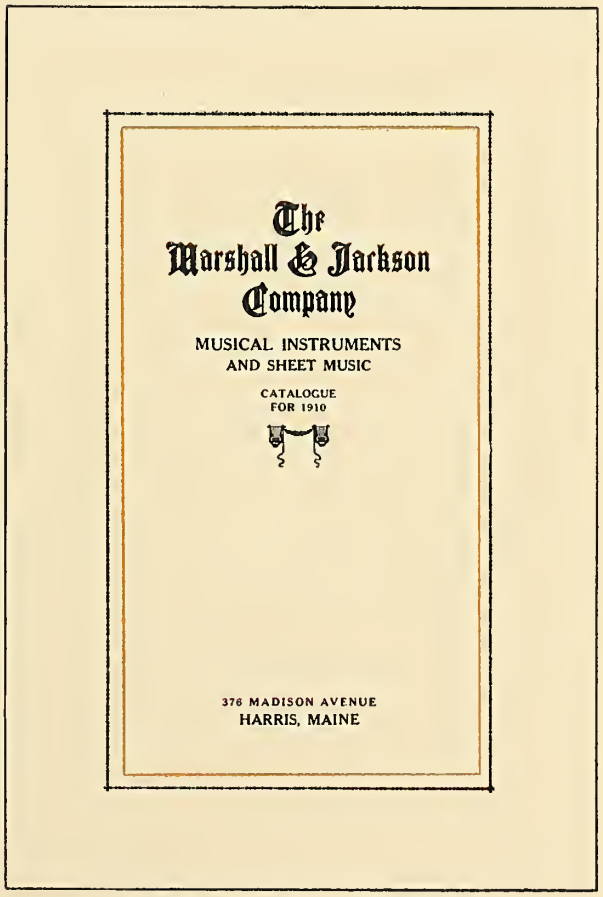
By Arthur Nelson, Brooklyn, New York.



By Theodore Backen, New York city.



By J. Burton Brown, East Weymouth, Massachusetts.



By Frank H. Cook, Los Angeles, California.

CATALOGUE FOR 1910



MUSICAL INSTRUMENTS
AND
SHEET MUSIC

THE
MARSHALL & JACKSON CO.
376 MADISON AVENUE
HARRIS, ME.

By E. A. Frommader, Moline, Illinois.



Musical Instruments
and
Sheet Music

Catalogue for 1910

The
Marshall & Jackson Company
376 Madison Avenue
Harris, Maine

By Geo. B. Carmichael, Dundee, Scotland.

Musical Instruments & Sheet Music

Catalogue for
1910

The Marshall & Jackson Company
376 Madison Avenue :: :: Harris, Maine

By Albert Prastmark, Crary, North Dakota.

THE
MARSHALL & JACKSON
COMPANY

Catalogue for 1910

MUSICAL INSTRUMENTS
AND
SHEET MUSIC



376 MADISON AVENUE
HARRIS, MAINE

By F. L. Harness, Warrensburg, Missouri.

JOB COMPOSITION

BY F. J. TREZISE.

In this series of articles the problems of job composition will be discussed, and illustrated with numerous examples. These discussions and examples will be specialized and treated as exhaustively as possible, the examples being criticized on fundamental principles—the basis of all art expression. By this method the printer will develop his taste and skill, not on mere dogmatic assertion, but on recognized and clearly defined laws.

When we received nearly one thousand entries in the business-card contest, recently conducted in this department, it was thought that the limit had been almost reached, but the title-page contest had in store an even greater surprise. Of course, we did not expect nearly as many entries in this contest as in the previous one. While every job compositor sets business-cards, many of them do not have the opportunity to work on title-pages, and for this reason it was to be expected that the number with confidence in their ability along this particular line would be considerably less. We estimated the probable entries at about half the number of those in the card contest. Instead of that, there were nearly eight hundred — a showing unparalleled in contests of this character.

And they came from almost everywhere. New York, Massachusetts, Minnesota, Michigan, Texas, Nebraska, Montana, Maine, Pennsylvania, Tennessee, Louisiana,

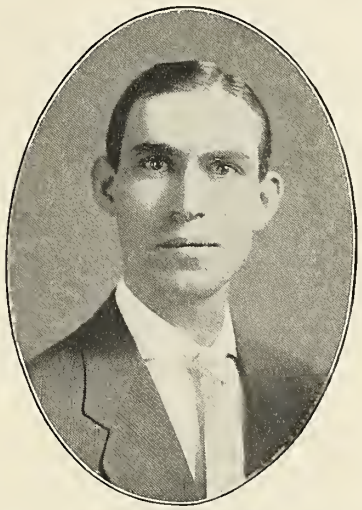


Frank L. Siddall, Kearney, N. J.
First place.

Oklahoma, Illinois, Wisconsin, California, Iowa, Ohio, Missouri, Rhode Island, Kansas, West Virginia, Washington, Colorado, Alabama, Connecticut, New Hampshire, North Carolina, Indiana, Maryland, South Carolina, Virginia, Kentucky, Florida, District of Columbia, New Mexico, New Jersey, North Dakota, Vermont, Utah, Oregon and South Dakota were represented, as were also Canada, Scotland, England, Hawaii, Germany, Mexico and Bermuda.

The first prize, $25, was won by Frank L. Siddall, Kearny, N. J.; the second prize, $15, was won by J. F. Tucker, New Philadelphia, Ohio; the third prize, $10, was won by F. L. Crocker, Jersey City, N. J. The ten $3 prizes were won by William C. Magee, Philadelphia, Pa.; George E. McCabe, Grand Haven, Mich.; G. L. Mathews, Jacksonville, Fla.; Michael Edmeyer, St. Paul, Minn.; Philip L. De Witt, Rockford, Ill.; L. C. Wehrum, Chicago, Ill.; I. F. Chase, Jr., Arctic, R. I.; Albert G. Ernst, Buffalo, N. Y.; Charles R. Waters, Chicago, Ill., and Harry Freeburg, Irwin, Pa.

The specimens, as a whole, were excellent. In fact, there were so many good examples that the judges —



J. F. Tucker, New Philadelphia, Ohio.
Second place.

Messrs. W. E. Stevens, Arthur W. Stutes and William H. Shaffer — were not to be envied in their task of selecting the prize-winners. That they did their work conscientiously and with painstaking care the results will attest. We show, in the eight-page insert in this issue, the thirteen winning designs, together with twenty-four others, the latter being selected with a view to showing the wide range of ideas submitted by the various contestants.

Following are brief biographies of the prize-winners:

Frank L. Siddall.— Served apprenticeship in the offices of the *West Hudson Press* and Baker Printing Company, of Newark, New Jersey. Now employed as compositor by The Osborne Company, of Newark. Twenty-seven years of age.

J. F. Tucker.— Served apprenticeship in job-printing office of A. V. Donahey, New Philadelphia, Ohio. Now foreman in shop of Marsh Printing Company, which was formerly the Donahey shop. Twenty-seven years of age.

F. L. Crocker.— Served apprenticeship in the office of Douglas, Taylor & Co., New York. Now foreman of the job department of the Federal Printing Company, New York. Thirty-seven years of age.

William C. Magee.— Served apprenticeship in the office of John T. Palmer Company, Philadelphia, Pennsylvania. Now instructor with the Lanston Monotype Company. Thirty years of age.

Geo. E. McCabe.— Served apprenticeship in the office of F. H. McCulloch & Co., Austin, Minnesota. Now manager of the printing department of the Challenge Machinery Company, Grand Haven, Michigan. Thirty-two years of age.

Michael Edmeyer.— Served apprenticeship with *Lewis' Ledger*, Cannon Falls, Minnesota. Now with the H. W. Kingston Company, St. Paul, Minnesota. Twenty-two years of age.

Philip L. DeWitt.— Served apprenticeship with Illinois Stationery Company and Wilson Brothers Company, of Rockford, Illinois. Now foreman for Wilson Brothers Company. Twenty-three years of age.

L. C. Wehrum.— Served apprenticeship in Chicago offices. Now foreman for P. F. Pettibone & Co., Chicago. Thirty-two years of age.

I. F. Chase, Jr.— Served apprenticeship in the office of I. F. Chase & Son, Arctic, Rhode Island. Now in charge of same office. Thirty-seven years of age.

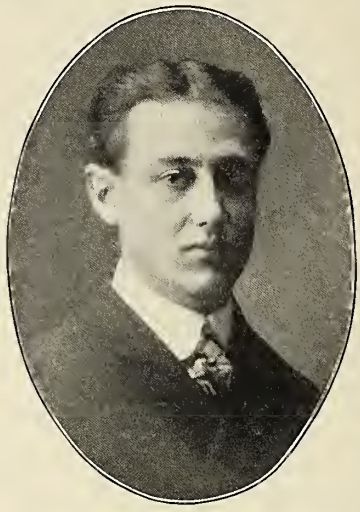
WINNERS IN THE TITLE-PAGE CONTEST



F. L. Crocker, Jersey City, N. J.
Third place.



Wm. C. Magee, Philadelphia, Pa.
Fourth place.



Geo. E. McCabe, Grand Haven, Mich.
Fifth place.



Michael Edmeyer, St. Paul, Minn.
Seventh place.



Philip L. DeWitt, Rockford, Ill.
Eighth place.



L. C. Wehrum, Chicago, Ill.
Ninth place.



I. F. Chase, Jr., Arctic, R. I.
Tenth place.



Albert G. Ernst, Buffalo, N. Y.
Eleventh place.



Harry Freeburg, Irwin, Pa.
Thirteenth place.

Albert G. Ernst.— Served apprenticeship in the office of the Mathews-Northrup works, Buffalo, New York. Now with R. H. Connor & Co., of same city. Thirty-four years of age.

Harry Freeburg.— Served apprenticeship with Irwin *Republican Standard*, Irwin, Pennsylvania. Now foreman in printing department of the Westinghouse Electric & Manufacturing Company, East Pittsburg, Pennsylvania. Twenty-five years of age.

The unusual success which has attended these contests in typography, and the many letters which we have received voicing an appreciation of the good resulting therefrom, speak for their continuation, and in the next number of THE INLAND PRINTER will appear the announcement of a new contest. We trust that, with the hearty coöperation of our readers, it will be the most successful of all.

The following is a complete list of the contestants:

Adams, A. Sidney, Silver City, N. M.
Allman, Frank J., Southbridge, Mass.
Anderson, A. L., Menominee, Mich.
Anderson, Jas. E., Fremont, Ohio.
Andrus, Oliver G., Newark, N. J.
Backen, Theodore, New York, N. Y.
Bailey, Edward E., Centre Hall, Pa.
Baird, Robt., Jr., Glasgow, Scotland.
Bauer, Friedrich, Hamburg, Germany.
Barnes, John T., Stockport, Eng.
Bartels, Samuel, Brooklyn, N. Y.
Bay, Chester, Williamsport, Pa.
Bayer, Arthur, Woodbury, N. J.
Beadles, W. T., Mayfield, Ky.
Bean, Sam H., Asheville, N. C.
Beimer, Y. U., Kalamazoo, Mich.
Beham, Harry F., Ashtabula, Ohio.
Bennett, Boyd H., Paducah, Ky.
Bernard, D. W., Burlington, N. C.
Berringer, C. A., Newport News, Va.
Biegert, Wm., Brooklyn, N. Y.
Biggs, Lloyd E., Lincoln, Neb.
Birden, Louis, Jamestown, N. Y.
Bisbey, G. W., Los Angeles, Cal.
Bishop, N. E., Nashville, Tenn.
Bissinnar, Aza, Columbia, S. C.
Black, Eli, Cleveland, Ohio.
Blackburn, H. S., Tacoma, Wash.
Blomquist, Harvey L., Great Falls, Mont.
Bogasse, Sam L., Raleigh, N. C.
Bolson, Louis, Sioux Falls, S. D.
Bonin, Louis, Newark, N. J.
Boser, Oskar, Kiel, Germany.
Bracken, Le Roy, Charlotte, N. C.
Bradshaw, W. G., Saratoga Springs, N. Y.
Brainerd, F. J., Mountain View, Cal.
Breakiron, C. A., Meadville, Pa.
Brecht, William A., Minneapolis, Minn.
Brizzie, H. G., Meriden, Conn.
Brock, W. E., Los Angeles, Cal.
Brockman, Edw. E., Portland, Ore.
Brodie, R. A., Portland, Ore.
Bronson, Earl E., Los Angeles, Cal.
Brooks, H. F., Jacksonville, Fla.
Brown, J. Burton, East Weymouth, Mass.
Brown, Wallace E., Springfield, Mass.
Brown, Wm. B., Kansas City, Mo.
Browne, Arthur W., Mountain View, Cal.
Buenger, Geo. M., New York, N. Y.
Burge, E. F., St. Joseph, Mich.
Business Printing Co., Louisville, Ky.
Cain, Al. S., Provo, Utah.
Carmeion, James G., Toronto, Can.
Carmichael, Geo. B., Dundee, Scotland.
Casch, W. W., Mexico City.
Cashman, H., Warrensburg, N. Y.
Cassie, W., Dundee, Scotland.
Chamberlon, E. E. C., Littleton, N. H.
Chase, I. F., Jr., Arctic, R. I.
Chilton, John Irby, Montgomery, Ala.
Clark, E. P., Maplewood P. O., Mo.
Cobb, John, St. Anthony Park, Minn.
Coe, P. J., Stillwater, Minn.
Coffett, R. M., Junction City, Kan.
Coleman, G. C., Lynchburg, Va.
Compton, C. H., St. Louis, Mo.
Cook, Frank H., Los Angeles, Cal.
Corya, W. A., Pittsfield, Mass.
Cota, Will J., Burlington, Vt.
Coulson, Ed W., Elwood, Ind.
Cox, S. H., Toronto, Can.
Craig, Omar C., Tarentum, Pa.
Cramer, Geo. C., Peoria, Ill.
Crist, Frank E., Harrisburg, Pa.
Crokap, Fred, Milwaukee, Wis.
Croker, F. L., Jersey City, N. J.
Crowson, Harold B., McColl, S. C.
Daniel, Ed, Del Rio, Tex.
Daugherty, E. E., Oil City, Pa.
Davis, H. B., Lilly, Pa.
Davis, J. H., Cleveland, Ohio.
Deammer, William J., New York, N. Y.
De Fabritis, W., Waterbury, Conn.
De Witt, Philip L., Rockford, Ill.
Dellert, William C., Brooklyn, N. Y.
Devlin, R. E., Saratoga Springs, N. Y.
Dinn, Wm. F., New York, N. Y.
Dittmann, H. G., Milwaukee, Wis.
Dixon, Thos. H., Buffalo, N. Y.
Doan, Benj. H., Jersey City, N. J.
Dodd, W. L., Post City, Tenn.
Dress, Alfred D., Dubuque, Iowa.
Dressler, Warren S., Camden, N. J.
Duggan, P. A., Chicago, Ill.
Dunn, C. M., Jamestown, N. Y.
Eby, N. P., Waterloo, Iowa.
Edmeyer, Michael, St. Paul, Minn.
Ekenstein, Bernard, Providence, R. I.
Engelhart, Harry C., Brooklyn, N. Y.
Enler, John C., Meadville, Pa.
Erickson, F. S., Chicago, Ill.
Ernst, Albert G., Buffalo, N. Y.
Erwin, J. E., Hudson, N. Y.
Etchberger, Roy S., Baltimore, Md.
Evans, Alfred N., Columbia, Mo.
Evans, A. R., Newport, N. H.
Evans, Earl G., Putnam, Conn.
Evans, Emlyn E., Oneonta, N. Y.
Fallon, C. J., New York, N. Y.
Fee, Chas. W., Chicago, Ill.
Fesler, Frank, Foley, Ala.
Forster, Joe W., Lineville, Iowa.
Foster, C. A., Lake Geneva, Wis.
Ferguson, J. L., Pawnee, Okla.
Fernald, Wm., Brooklyn, N. Y.
Fisher, John J., East Walpole, Mass.
Flayhart, W. H., Baltimore, Md.
Floody, W. H., Albany, N. Y.
Flowers, A. J., St. Mary's, W. Va.
Fowler, E. D., Greenboro, N. C.
Fox, Edward G., St. Louis, Mo.
Franklin, B., Aransas Pass, Tex.
Franks, H. R., London, Can.
Franz, Alex, Charlotte, Mich.
Frazier, J. L., Lawrence, Kan.
Freeburg, Harry, Irwin, Pa.
French, W. R., Rockford, Ill.
Frommader, E. A., Moline, Ill.
Galyon, John R., Chattanooga, Tenn.
Garden City Press, Litchworth, Herts, Eng.
Gay, Harry D., Hartland, N. B.
Georgeson, James A., Dundee, Scotland.
Gerndt, E., Wasau, Wis.
Gilbert, W. G., Scranton, Pa.
Gilman, George P. B., Roxbury, Mass.
Gleason, E. F., Worcester, Mass.
Godwin, Sanford, Charlotte, N. C.
Gomes, August P., Honolulu, Hawaii.
Gomes, J. P., Honolulu, Hawaii.
Grady, M. O., Regina, Sask.
Grant, C. O., Chicago, Ill.
Gray & Goodland, St. Johns, Newfoundland.
Gray, Frank P., Pittsfield, Mass.
Green, George W., Scranton, Pa.
Green, H. Emmett, Anthony, Kan.
Greene, Elwyn P., Homer, Mich.
Greenlee, Walter R., Oak Park, Ill.
Gress, W. B., Brooklyn, N. Y.
Griffiths, J. Arthur, Washington, Pa.
Gustafson, Paul, Lindsborg, Kan.
Hagenab, A. H., Minneapolis, Minn.
Hall, Howard C., Asheville, N. C.
Hallett, A. G., East Liverpool, Ohio.
Hammer, Carl, Missoula, Mont.
Handley, Walter H., Toronto, Can.
Haney, J. P., Baltimore, Md.
Hanson, J. L., Woonsocket, R. I.
Hardy, E. M., Jacksonville, Fla.
Harle, Robert W., Newcastle-upon-Tyne, Eng.
Harmony, C., Sapulpa, Okla.
Harness, F. L., Warrensburg, Mo.
Hart, George S., Highbury, N. London, Eng.
Hartenstein, Fred C., Rockville, Conn.
Hassett, B. C., Memphis, Tenn.
Hathaway, F. W., Charlotte, N. C.
Hawkins, A. D., Springfield, Ill.
Hawkins, Sam, Syracuse, N. Y.
Hefley, W. E., Sac City, Iowa.
Hemperly, Wm. B., Jr., Williamsport, Pa.
Henley, Chester C., Missoula, Mont.
Henser, Emil, Pittsburg, Pa.
Hering, F. L., Sussex, N. J.
Hewitt, Hugh M., Boston, Mass.
Higgins, Chas. H., Sioux Falls, S. D.
Hinkle, A. D. C., Nashville, Tenn.
Hogard, W. P., Lincoln, Neb.
Holonbeck, Frank, Chicago, Ill.
Holt, John M., Carthage, Tex.
Honroyd, Geo. P., Pittsfield, Mass.
Horvath, Michael J., Scranton, Pa.
Howland, Chas., Lockport, N. Y.
Howser, Ernest L., Kansas City, Mo.
Huneycutt, C. E., Charlotte, N. C.
Hunt, A. W., Atchison, Kan.
Hussion, Thomas A., Jr., Galveston, Tex.
Iyldsley, Robert, New York, N. Y.
Jackson, Joseph A., St. Louis, Mo.
Janda, Chas., Chicago, Ill.
Jaques, P. M., Jacksonville, Fla.
Jenkins, W. C., Jamestown, N. Y.
Jenks, Lark G., Rochester, N. Y.
Johannson, Heinrich, Kiel, Germany.
Johnston, C. J., Brooklyn, N. Y.
Jones, Edwin F., Newport, N. H.
Jones, Robt. M., Leavenworth, Wash.
Jones, Warren P., Missoula, Mont.
Kaiser, John M., Chicago, Ill.
Karr, Mylo G., Chicago, Ill.
Kase, Ralph S., Warren, Pa.
Kauffman, E. H., Muskegon, Mich.
Kay, John, New York, N. Y.
Keating, Louis, Chicago.
Keim, Henry J., Meadville, Pa.
Kelly, J. W., Buffalo, N. Y.
Kellow, Charles L., Greeley, Colo.
Kinch, Wm., Grafton, W. Va.
Kinner, B., Cuba, N. Y.
Kinney, R. D., Alexandria, Minn.
Klaffenback, Clarence E., Muscatine, Iowa.
Kline, B., New York, N. Y.
Kline, Norman E., Flemington, N. J.
Kneeland, J. B., Waukegan, Ill.
Kotsybar, John, Cleveland, Ohio.
Kunch, Fred, Berwyn, Ill.
Ledbetter, J. W., Vinita, Okla.
Leggett, H. W., Ottawa, Can.
Lehr, L. L., Pittsburg, Kan.
Lewis, J. Warren, Ogden, Utah.
Lilliston, O. L., Philadelphia, Pa.
Linto, William Stanley, Gloversville, N. Y.
Littlepage, Posey, Madisonville, Ky.
Locke, Ross, Clyde, Ohio.
Looney, W. E., Dallas, Tex.
Lord, Victor M., Salem, Mass.
Lorentz, P. H., Buckhannon, W. Va.
Lueneberg, Raymond H., Lakefield, Minn.
Luna, Wm., Memphis, Tenn.
Lyle, Chester A., Washington, D. C.
Macbeth, Geo., Buffalo, N. Y.
McCabe, Geo. E., Grand Haven, Mich.
McCaughan, J. H., Albany, N. Y.
McComsey, H. L., Waukegan, Ill.
McConnell, W. G., Toronto, Ont.
McCormack, A., Winthrop, Mass.
MacDonald, Hugh W., Bristol, Conn.
McGrory, E., New York, N. Y.
McIntyre, A. C., Oconomowoc, Wis.
McLellan, F. J., Chicago, Ill.
McNeil, L. H., Findlay, Ohio.
Magee, Wm. C., Philadelphia, Pa.
Magnuson, G. C., Jamestown, N. Y.
Margan, Frank P., Amarillo, Tex.
Marshall, K. R., Wyoming, Iowa.
Martin, G. H., Genesco, Ill.
Martin, Dot, Uvalde, Tex.
Martinson, Art, Merrill, Wis.
Maszotas, Leo, Trenton, N. J.
Mathews, G. L., Jacksonville, Fla.
Meier, Frank B., Syracuse, N. Y.
Merath, Frank J., Galveston, Tex.
Metz, A. W., Scranton, Pa.
Metz, August, Brooklyn, N. Y.
Metzger, Conrad C., N. Tonawanda, N. Y.
Merrill, C. A., Farmington, Me.
Mikulecky, Emil, Chicago, Ill.
Mills, Rush, Montgomery, Ala.
Moore, C. Spencer, & Co., Charleston, W. Va.
Monsler, Otto H., Milwaukee, Wis.
Morawetz, F. M., Racine, Wis.
Moriarty, J. F., New Orleans, La.
Morley, Wm. A., Glasgow, Scotland.
Morrison, Geo. A., Lansing, Mich.
Mounstephen, H. E., Toronto, Ont.
Murnan, Unger C., Washington, D. C.
Nash, John C., Cheshire, Mass.
Neate, John L., Victoria, B. C.
Nebrensky, V. E., Chicago, Ill.
Neiswanger, O. W., Colby, Kan.
Nelson, Arthur, Brooklyn, N. Y.
Nelson, Olaf, Brooklyn, N. Y.
Ness, A. K., Cheboygan, Mich.
Newcomer, R. A., Elgin, Ill.
Nightengale, B. W., Horton, Kan.
Noe, Vance R., Estherville, Iowa.
Noel, Vance R., Estherville, Iowa.
Nottage, W. J., Hillsboro, Ore.
Novogrod, B., New York, N. Y.
Nuhn, A. L., Warren, Pa.
Ott, Stephen, Marion, Ind.
Oslin, J. G., Kerrville, Tex.
Packard, W. H. B., Tenafly, N. J.
Patterson, J. E., Meaford, Ont.
Peck, Lynn J., Oneonta, N. Y.
Peebles, W. A., Asheville, N. C.
Perry, D. H., Pond Creek, Okla.
Peter, Alfred, New York, N. Y.
Peterson, Emile, Galveston, Tex.
Peterson, Eric, Fort Wayne, Ind.
Peterson, E. F., Galveston, Tex.
Phelps, Claude, Three Rivers, Mich.
Phillips, J. George, Silver City, N. M.
Pierce, Orrin F., New Bedford, Mass.
Pollock, Richard, Dundee, Scotland.

Porter, D. A., Minneapolis, Minn.
Powers, Thomas J., Chicago, Ill.
Prastmark, Albert, Crary, N. D.
Prouty, W. Estell, Sac City, Iowa.
Pusch, Edwin, Cripple Creek, Colo.
Quality Press, The, Omaha, Neb.
Rahel, Herman, Osterwieck, Germany.
Radke, Arthur, Milwaukee, Wis.
Rankin, J. W., Corinth, Miss.
Ranney, W. B., Penacook, N. H.
Rawnsley, Joseph, Jamestown, N. Y.
Rehlin, Austin M., Boston, Mass.
Redd, C. C., Wilmington, N. C.
Reid, A. Fraser, Lethbridge, Alberta, Can.
Reinhard, August E., Brooklyn, N. Y.
Richard, H. E., Little Falls, Minn.
Riggs, Albert R., Cincinnati, Ohio.
Ringley, Frank, New Albany, Ind.
Roberts, A. C., Lincoln, Neb.
Rohey, C. W., Grinnell, Iowa.
Rogers, T. A., Paducah, Ky.
Rose, R. R., Vancouver, B. C.
Rosenstein, Emanuel, Dyersburg, Tenn.
Roster, Chas., St. James, Mo.
Rotsaert, M., Portland, Ore.
Rudd, Joseph, Warrington, Lancashire, Eng.
Rudgin, H., Roxbury, Mass.
Rudin, Louis E., Jamestown, N. Y.
Rudig, Ollie, Portland, Ore.
Saner, Frank, Chicago, Ill.
Sanford, Mort W., Faribault, Minn.
Sargent, Leon C., Manchester, N. H.
Scarff, Geo. M., New York, N. Y.
Scott, Kenneth, Tillsonburg, Ont.
Scharman, Felix H., Adams, Mass.
Schiefelbein, Emil G., St. Louis, Mo.
Schlick, Roy N., Newark, N. J.
Schoff, Ernest, St. Joe, Mich.
Seitz, George F., Philadelphia, Pa.
Severson, Eva Mae, Newark, N. Y.
Shaninger, Edward, New York, N. Y.
Shepherd, R. W., Portsmouth, Va.
Shields, P. C., Nashville, Tenn.
Shoup, Arthur N., Indianapolis, Ind.
Shrontz, E. W., Kansas City, Mo.
Siddall, Frank L., Kearny, N. J.
Siegel, Philip S., St. Louis, Mo.
Silverman, Louis, Chicago, Ill.
Simkins, C. E. J., Palo Alto, Cal.
Simmons, Walter H. L., Hamilton, Bermuda.
Skelly, Chas. F., Altoona, Pa.
Smallfield, W. H., Renfrew, Ont.
Smith, H. P., Rockford, Ill.
Smith, H. S., Colorado Springs, Colo.
Smith, Levi L., Bonner Springs, Kan.
Sniffen, Wm. L., Port Chester, Conn.
Snyder, S. G., Marengo, Iowa.
Speth, John G., Chicago, Ill.
Stampfl, John, Cleveland, Ohio.
Starr, F. D., Watsonville, Cal.
Stephens, E. R., Hoosick Falls, N. Y.
Steuerwald, F. A., Pittsfield, Mass.
Stone, Jack, Del Rio, Tex.
Streeter, Ronald T., Worcester, Mass.
Swenson, Adolph, Chicago, Ill.
Swift, Charles A., New York, N. Y.
Taylor, Clarence E., Port Chester, N. Y.
Taylor, Geo. G., Allentown, Pa.
Thompson, W. W., Harrisburg, Pa.
Thomson, Ray A., St. Clair, Mich.
Thurston, G. Fred, Littleton, N. H.
Tiemann, Edw. C., Detroit, Mich.
Tressider, Chas. W., Renfrew, Ont.
Tressider, J. M., Renfrew, Ont.
Tucker, J. F., New Philadelphia, Ohio.
Twyman, T. G., Ottawa, Ont.
Van Etten, Grant, New York, N. Y.
Van Seiver, Howard, Norfolk, Va.
Vaunchen, Martin, Waukegan, Ill.
Verburgt, J. P., Milwaukee, Wis.
Vincent, M. L., Boston, Mass.
Vogeltanz, J., Montville, Conn.
Von Konsky, Walter, San Francisco, Cal.
Vorwald, Caspar, Edwardsville, Ill.
Walker, H. A., Billings, Mont.
Wallace, Lew O., Anderson, Ind.
Wallace, W. Forrest, Haverhill, Mass.
Waters, Chas. R., Chicago, Ill.
Wegscheider, Roh, St. Paul, Minn.
Wehrum, L. C., Chicago, Ill.
Wendrich, Robert, Cologne, Germany.
Westcott, Fred G., Grand Rapids, Mich.
Westerlund, Alva M., Asheville, N. C.
Westlund, A. N., Davenport, Iowa.
Whetstone, W. W., Cherryvale, Kan.
White, Chas. D., Los Angeles, Cal.
White, L. H., Camphell, Tex.
White, S. H., Rock Hill, S. C.
Whitman, Irvin C., Dexter, Me.
Wilcox, G. A., Syracuse, N. Y.
Wildermuth, Emil, St. Louis, Mo.
Wilkinson, E. Joseph, Brooklyn, N. Y.
Williams, Frank, Jersey City, N. J.
Williamson, R. C., Des Moines, Iowa.
Wilson, Clarence V., Milwaukee, Wis.
Wilson, R. M., Lockhart, Tex.
Wismer, H. D., Fulton, N. Y.
Witt, Martin, Brooklyn, N. Y.
Wold, Oscar J., Fargo, N. D.
Wolf, Frank J., Denver, Colo.
Wood, B. G., Corry, Pa.
Wood, F., Pontiac, Ill.
Woodis, Winfred A., Worcester, Mass.
Yarbrough, Theo., Weatherford, Tex.
Yarroll, F. W., New Britain, Conn.
Yule, Jas. B., Chicago, Ill.
Zimmerman, L. A., St. Joseph, Mo.

ELEGY WRITTEN IN A COUNTRY ROAD.

The curfew tolls the knell of parting day,
The lowing herds wind slowly o'er the lea.
The plowman homeward rides, and on the way
He gayly toots his auto horn at me.
— *Chicago Record-Herald.*

The boast of limousine and much horse-power,
And all that engine and magneto spell,
Await alike the inevitable hour —
The paths of speeding lead you to the cell.
— *New York Mail.*

Here lies his head upon the lap of earth,
A youth to fortune and to fame unknown;
The auto hit him for all it was worth,
And then sped on and left him here alone.
— *Houston Post.*

Haply some hoary-headed swain may say:
"I seen him when he passed and noticed how
He seemed to want to hurry on his way —
I got his number, but fergit it now."
— *Chicago Record-Herald.*

Written for THE INLAND PRINTER.

AN INFANT SHOP.

BY LEON IVAN.

THE other day I ran up against an old friend, Bill Johns, who inquired how the world was using me. I said I was off duty for a few days, waiting for something to turn up at the shop, whereupon Bill smiles and says:

"You are just the guy I am looking for. I am in business for myself now in a little one-horse dump, but I have a large order to be turned out this week, and what I want is a capable, sober, industrious all-around man to lend a hand for a few days."

Gee! I was wondering what the stupendous job could be and asked what it was and how many beans were in it.

"Well, it is a shade-cloth book, these little sample-books."

I grinned all over to think he was worrying over such a trifle. An agreement was made and I was at the firm's doors at early time. After trying both doors I sat down to wait until the boss showed up.

The first thing I saw was several piles of shade-cloth setting in an 8 by 10 print-shop. I took off my coat and started to stir things up. First, the stock must be cut. I went over and took a pike at the cutter. It was an infant, and as soon as my blinkers lit on it I could see that it would never be able to swallow those hunks of stock. So me and the boss had to fold the stock in half or cut it by hand, and we preferred folding it, which took a long time; then we cut it, which was another slow job, as only a little dab could be cut at a time.

When we had the stuff cut we had little piles of red, blue, green, etc., lying all over the place, to say nothing of the waste ends which filled all the uncovered spots on the floor. Me and the boss were up to our middles in the rubbish, and I suggested we haul some out and make a bonfire before the job and ourselves got swamped.

"Now, Slug," said Bill, "You get the press ready, while I set up the inserts; and you can run off the numbers."

It took but a few seconds to get the Gordon ready and I started off at top speed, when all of a sudden the stock on the feed-board all curled up and sputtered on the floor. The boss started to cuss and we both laid off and tussled with the sheets until we had them all laid out flat on their backs, and, believe me, it was a d—l of a job. Then I went to work and run the things off. After this was done there was a surprise in store for me. I must be bindery girl, with the boss for forelady. We must gather these sheets, glue, stitch, strip and trim them, and the week was advancing rapidly.

Say, when we got the bindery started all we needed was some skirts and a few puffs to be the real thing. I was already chewing gum. I got so as to be able to pick up the sheets back and forth with hardly any mistakes. The stitcher was worked by foot-power and did first-rate work. It looked so much like a sewing machine that I imagined I was a dressmaker just learning the trade. Now, to strip the books — a thing I never did in my life. But I soon learned how, although I went about the pace of a snail.

It was getting near the end of the week, but by hustling we got the books trimmed, packed and shipped.

Say, I was glad to take my wad when Saturday came and fly the coop. No baby joints for me, where you have to be comp., feeder, cutter and bindery girl. Why, I had to can my breeches. I was like a magnet — everything I touched stuck to me.

SPECIMENS

BY F. J. TREZISE.

Under this head will be briefly reviewed brochures, booklets and specimens of printing sent in for criticism. Literature submitted for this purpose should be marked "For Criticism," and directed to The Inland Printer Company, Chicago.

Postage on packages containing specimens must not be included in packages of specimens, unless letter postage is placed on the entire package.

H. E. OPEL, Freeport, Illinois.— Your card is exceptionally attractive — one of the neatest that we have seen in some time.

BURROUGHS, WELLCOME & Co., London, England.—The booklet is attractively gotten up, the cover being unusually striking.

CHAS. E. WING, Chattanooga, Tennessee.— The letter-head is original in design and very clever. We find nothing whatever to criticize.

WALLENDER-WILDER-MATTES COMPANY, Decatur, Illinois.— Your blotter is appropriate and seasonable and should attract favorable attention.

J. HARRY DRECHSLER, Baltimore, Maryland.— The booklet is clever and well gotten up and should stimulate interest in your plant and its product.

FROM the Denrich Press, Chula Vista, California, we have received an exceptionally handsome specimen of typographical design. It is a booklet gotten out for the U. S. Grant Hotel, San Diego, California. The most attractive features are the delicate pen-and-ink illustrations, one of which



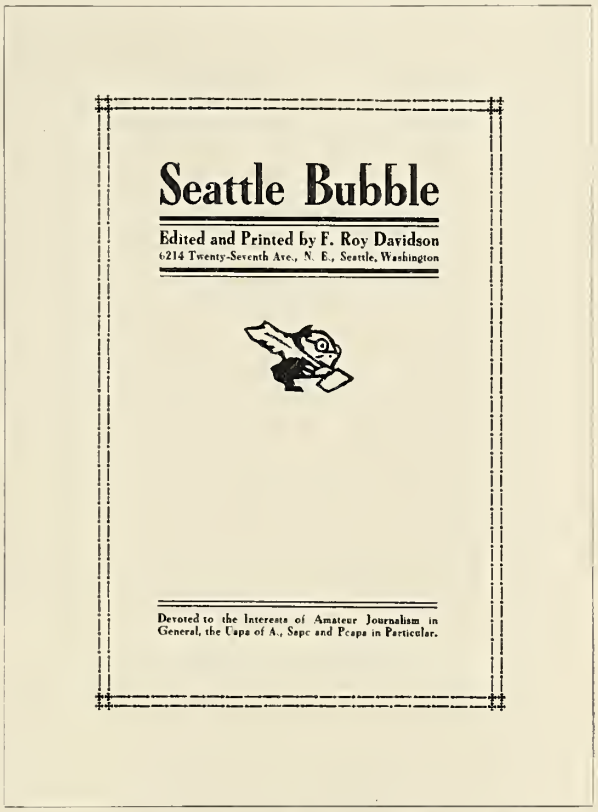
From a handsomely illustrated booklet, by the Denrich Press, Chula Vista, California.

we show herewith. The pages are printed with tint backgrounds, on white stock and with ample margins, and the text is light in tone, harmonizing excellently with the illustrations.

FROM the Bausch & Lomb Optical Company, Rochester, New York, we have received a copy of a late catalogue of photographic lenses. The half-tone illustrations are unusually good and show the possibilities of the various lenses. The work throughout is of the high grade which usually characterizes the work of The Corday & Gross Company, of Cleveland, whose imprint it bears. The cover is one of the most pleasing effects in offset printing that we have seen.

AL S. CAIN, Provo, Utah.— The specimens are all neat and attractive, the colors on the New Century Printing Company letter-head being very pleasing.

F. ROY DAVIDSON, an apprentice in the office of the Acme Publishing Company, Seattle, Washington, devotes a part of his spare time to the publishing of a paper devoted to the interests of amateur journalism. It is known as the *Seattle Bubble*, and is both edited and printed by Mr.



An interesting cover-design, by F. Roy Davidson, Seattle, Washington.

Davidson. It is in booklet form, and is very neat and attractive in appearance. We show herewith a reproduction of the cover, the original of which was in two colors.

THE BEAVER PRINTERY, Richmond, Quebec.— The memorial service program is an excellent specimen of simple, appropriate type-design, and calls for no criticism whatever.

A. J. PETRIE, Herington, Kansas.— The poster is well arranged and the panels are placed in excellent positions. The fact that you have not indulged in too many display lines helps materially.

AMERICAN SASH & DOOR COMPANY, Kansas City, Missouri.— The booklet entitled "Mantels" is a very satisfactory piece of work, the half-tones being well printed and the cover-design very attractive.

JOSEPH W. CHEYNEY, Washington, D. C.— Your seasonable use of the outing cuts on the June blotter is very pleasing. Possibly if they were enclosed in rule borders they would be even more satisfactory.

E. S. MUGFORD, Hartford, Connecticut.— The booklet is neatly gotten up and presents excellent information to the buyer of printed matter. The manner in which the work is done leaves nothing to criticize.

THE Waterman Press, Colorado Springs, Colorado.— We find nothing to criticize in the work submitted. It is very attractive, the bill-head for The Colorado Springs Mineral Water Company being especially good.

W. MAYCHRZYCKI, Milwaukee, Wisconsin.— Your specimens are well arranged, but the color is a trifle strong. We would suggest that, in the place of the full color of green which you have used, a tint would be more desirable.

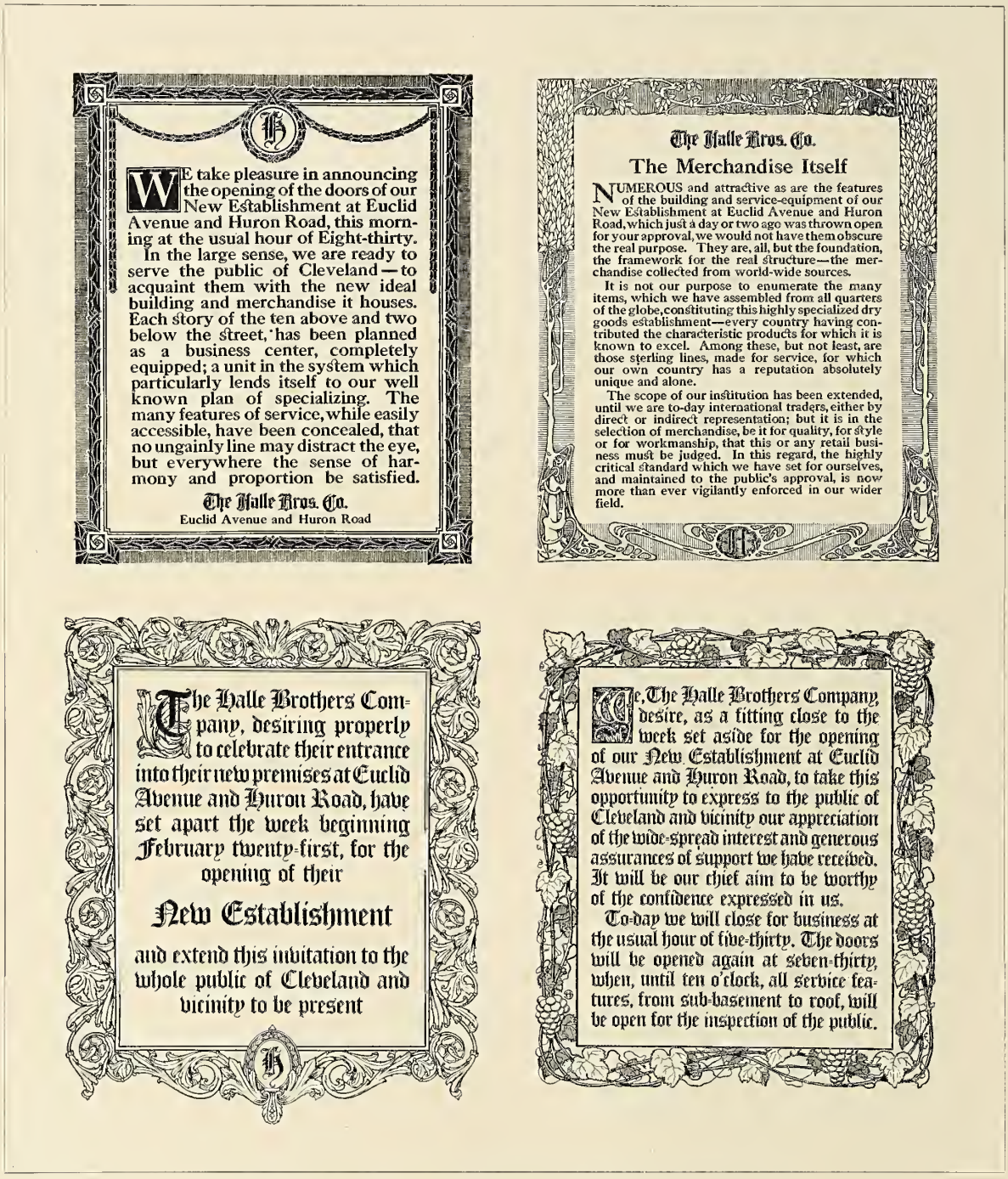
RAYMOND HORK, Hamilton, Montana.— The letter-head is an excellent arrangement and the color-scheme is good. Perhaps a one-point rule on either side of the line "The county paper" would serve to hold the group together more satisfactorily.

P. MASURE, Chicago, Illinois.— All of the cards are crowded, owing largely to the unusual amount of reading matter which they contain. Per-

sonally, we like best the one marked No. 4, as it gives less of a crowded appearance than the others, although the confining of this card to a smaller number of type-faces would be an improvement.

Among the specimens received during the past month a package from Horace Carr, Cleveland, Ohio, easily takes precedence. Excellent stock, much of it hand-made, good ink, good presswork and an unusually careful regard for type arrangement and color, all combine to make this work a catalogue printing. The cover is nicely embossed, with a large half-tone tipped on. The inner pages are devoted largely to reproductions of pages from various catalogues, printed in colors. The whole effect is excellent, the presswork being unusually good.

Tasty typography, coupled with good stock and good presswork, make the specimens of Robert G. Ruggles, with The Fort Hill Press, Boston, Massachusetts, among the best that we have received in some time. The



A series of full-page newspaper advertisements, by Horace Carr, Cleveland, Ohio.

delight to the lover of the best in printing. There is nothing to criticize in any of it. In fact, one would be hardly able to differ from any of it in point of taste, to say nothing of offering criticism. Perhaps the most striking of this work is a series of hangers printed for the Halle Brothers Company, and which were presumably used as full-page newspaper advertisements, as they are of just the size for that purpose. We show herewith reproductions of four of them.

From the A. B. Morse Company, St. Joseph, Michigan, has come a handsome booklet, entitled "The Catalogue Effective," devoted to a showing of the ability of the Morse Company to create and produce high-class work throughout is characterized by a simplicity not ordinarily found in commercial typography, and the use of the old-style roman is productive of the best of results.

F. M. Morawetz, Racine, Wisconsin.— Your use of the geometric border is very effective. We would suggest that on the cover for the Luther High School and College booklet you raise the upper group a trifle. We would also suggest that you avoid placing the ornament in the center of the space between the two groups. Divide the space into eight parts, establish a point at such place as will give three of the parts to the upper space and the remaining five to the lower space, and place the ornament

on that spot. The same thing applies to the placing of the ornament on the dance program cover. Of the two letter-heads we rather prefer the one in brown, as giving more contrast to the black.

THE initial number of "Selling by Mail," the house organ of The U. S. Printograph Company, La Crosse, Wisconsin, is well gotten up and very attractive. It is printed in two colors, contains numerous illustrations, and the articles are well written and convincing.

J. W. YATES, Philadelphia, Mississippi.— The arrangement of the cover-page is attractive, although we would prefer to see the lower group closed up a trifle. If you could avoid the wide letter-spacing in the second line in the upper panel it would also be an improvement.

M. P. HART, Charlotte, Michigan.— The high school booklet is neatly gotten up and well printed. It is to be regretted that the cut of the building on the cover was not in line instead of half-tone, as the latter does not harmonize with the treatment of the drawing.

JOHN MCCORMICK, New York city.— The specimens which you submit for criticism are excellent and show a careful selection of type-faces and a good distribution of white space. If we were to make any suggestion as to rearrangement of any of this work we would suggest that the top line in the "Hotel Belmont" job be a trifle stronger, in order that it may properly offset the large bulk of reading matter at the bottom of the page.

H. H. MARTIN, Clinton, Missouri.— Your commercial stationery is exceptionally neat and attractive. Of the various color-schemes we like best the one in violet and the tint of violet. The proportion of the whole job devoted to color is rather large for the other combinations.

DAVE E. BLOCH, Portland, Oregon.— The booklet would have been much better in appearance if you had set it all solid, instead of running some of the pages leaded. The variation from widely leaded to solid type is not pleasing. The color inclines too much toward the yellow.

FROM E. Fred Rowe, of the printing department of James Vick's Sons, Rochester, New York, has come a package of commercial printing, consisting of catalogues, stationery, etc. It is all neat and tasty in design and well printed, the letter-head specimens being unusually good in arrangement.

B. E. H. MANNING, Marathon, Wisconsin.— We would suggest one or two changes in the specimens which you have submitted. On the letter-head for *The Marathon Times* we would suggest that you use slightly heavier rules between the two lines of text type. One should be careful when using rules — either for panels, underscoring or cut-offs — that they are of the same tone as the type, and neither too dark nor too light. In this case they are too light. In printing we must put our design on a flat surface, and anything that gives varying degrees of tone suggests one plane behind another rather than the flat paper. With so many other possible ways of securing contrast in a job — colors, sizes of type, etc.— it is unnecessary to secure contrast through variation of tone. Be careful that you do not space the text letter too much. Closer spacing between words on the Lemmer letter-head would be an improvement. When using red and black as a color combination, see that the red is of an orange hue. A little yellow added to the red which you have used would aid materially in the appearance of the work.

WILLIAM R. WARNER & Co., Philadelphia, Pennsylvania.— The most noticeable feature of the program is the color combination. We would suggest that you do away with the yellow, run the rules in the light blue and thus save one impression, at the same time giving a more pleasing result.

AMID the wealth of high-class printed matter constantly being issued by the railroads to advertise the resorts and attractions along their various routes it takes something unusually striking and handsome to command more than a brief notice on the part of the prospective traveler. It is



Two pages from a handsome booklet, by Poole Brothers, Chicago.

safe to say, however, that the latest booklet of the Oregon Short Line, "Where Gush the Geysers," will attract considerably more than a passing glance. Nothing has been left undone to make this booklet attractive. Interesting text, beautiful embossing, illustrations in two and three colors and handsome decoration, all lend to the general effectiveness. That one may gather a general idea of the arrangement, we show herewith reproductions of two of the pages, although in the reproductions the beautiful colorwork and delicate tints are absent. The booklet is a credit to the Oregon Short Line and to the printers, Poole Brothers, of Chicago, whose imprint it bears.

CHARLOTTE PRINTING COMPANY, Charlotte, North Carolina.— The letter-head is neat in design and exceptionally well printed. We think that lighter colors in the border on the blotter would be an improvement, as at present the type-matter is rather overshadowed by the strong colors in the decoration.

PERHAPS the most interesting specimen in a recent package of high-class examples from the Stutes Printing Concern, Spokane, Washington, is a letter-head for the Spokane Falls Typographical Union. It is in two colors, the rules and background of the initial letter being in a violet tint, with the balance in black.

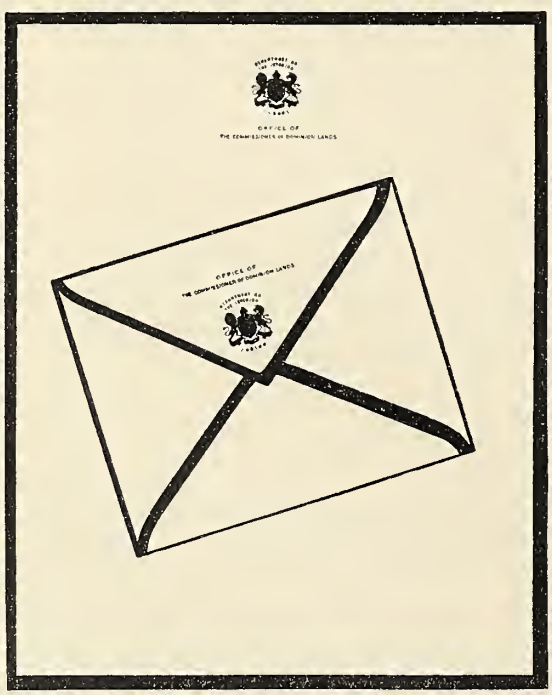
CARR PRINTING COMPANY, Bountiful, Utah.— The booklet for the high school is well gotten up, the advertising pages being especially neat. In

view of the shapes of so many of the cuts being more in conformity with the regular-shaped booklet, we would prefer that style to the oblong one which you have used.

From Peder I. Jenseth, Chehalis, Washington, we have received a package of interesting specimens of commercial work. The most noticeable feature about them is the use of tint-blocks of patent leather for the decorative effects. Mr. Jenseth is an enthusiastic advocate of tint-blocks of this kind and very successful in their use. We show herewith a reproduction of a booklet cover of this character. The original was in three colors on light-brown stock.



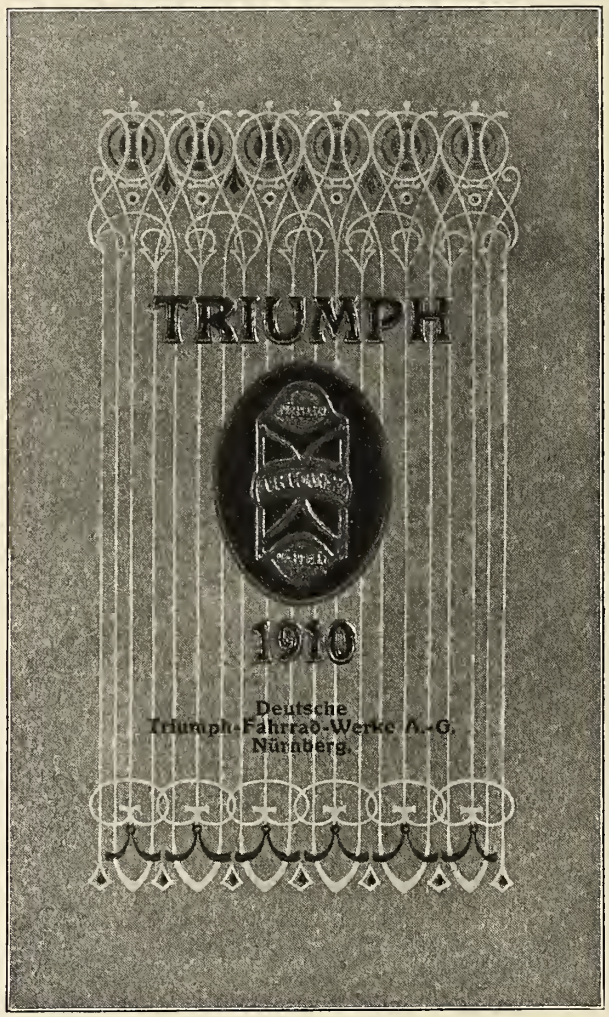
Cover cut in patent leather, by Peder Jenseth, Chehalis, Washington.



Official stationery used in Canada during the period of court mourning for the late King Edward VII.

S. Spencer Moore & Co., Charleston, West Virginia.— A little less space between words in the text letter on your heading would be an improvement. On the heading for Blumberg Brothers the rules used for underscoring should be heavier — more in keeping with the tone of the letter under which they are used. Specimens as a whole are quite attractive.

From Hans Schwemmer, Nuremberg, Germany, we have received a portfolio of high-class examples of printing. Unusually attractive designs, printed in gold and colors and beautifully embossed, attest the superiority of the product of this concern. We show herewith a reproduction of one of the cover-pages, the original of which was printed and embossed in dark blue, light blue and gold on blue stock.



Attractive cover-design, by Hans Schwemmer, Nuremberg, Germany.

T. A. Rogers, Paducah, Kentucky.— We would suggest that where you use a border of parallel rules, as on the letter-head, you allow as much or more space between the inner rule and the type as appears between the two rules. We would also suggest the lowering of the main group on this letter-head about six points.

P. E. Black, Indian Head, Saskatchewan.— Inferior presswork and an apparent desire to cover too much space with the type-matter characterize several of the specimens. One should avoid panel-designs where it is necessary to spread the matter out too thin in order to fill the various panels. One should also avoid letter-spacing text letters, as you have done on the letter-head for J. F. Hunt.

L. B. Paddock, Barrington, Illinois.— The admission ticket for the school entertainment is a very interesting type arrangement. On the concert ticket the rules are a trifle too light to harmonize with the type. The vignette cut on the card shows careful printing, although it still lacks finish at the lower left edge. This could be readily corrected by scraping the top sheet or cutting out below. Work of this character is best per-

formed where the cut is purposely made less than type-high, so the rollers do not cause harsh edges and so that the subsequent make-ready consists mostly of additions rather than of cut-outs.

Massey-Harris Company, Ltd., Toronto, Canada.— The booklet, "Profitable Dairying," is neatly gotten up. As personal opinion, rather than criticism, we would suggest that on a booklet of this size a running-bead is desirable, as giving a "finish" to the top of the page. A cover of stock other than the white coated paper would also help, as it would give a more "dressed-up" appearance to the booklet.

The Roswell Printing Company, Roswell, New Mexico.— The annual book of the New Mexico Military Institute is well gotten up and makes a very favorable impression. The arrangements of the advertisements are very good, but the fact that the rule was not in good condition rather spoils the general appearance. In cases of this kind, the small decorative borders — especially those which are designed in such manner as to leave slight openings at the joints — work up into more pleasing pages than does the brass rule.

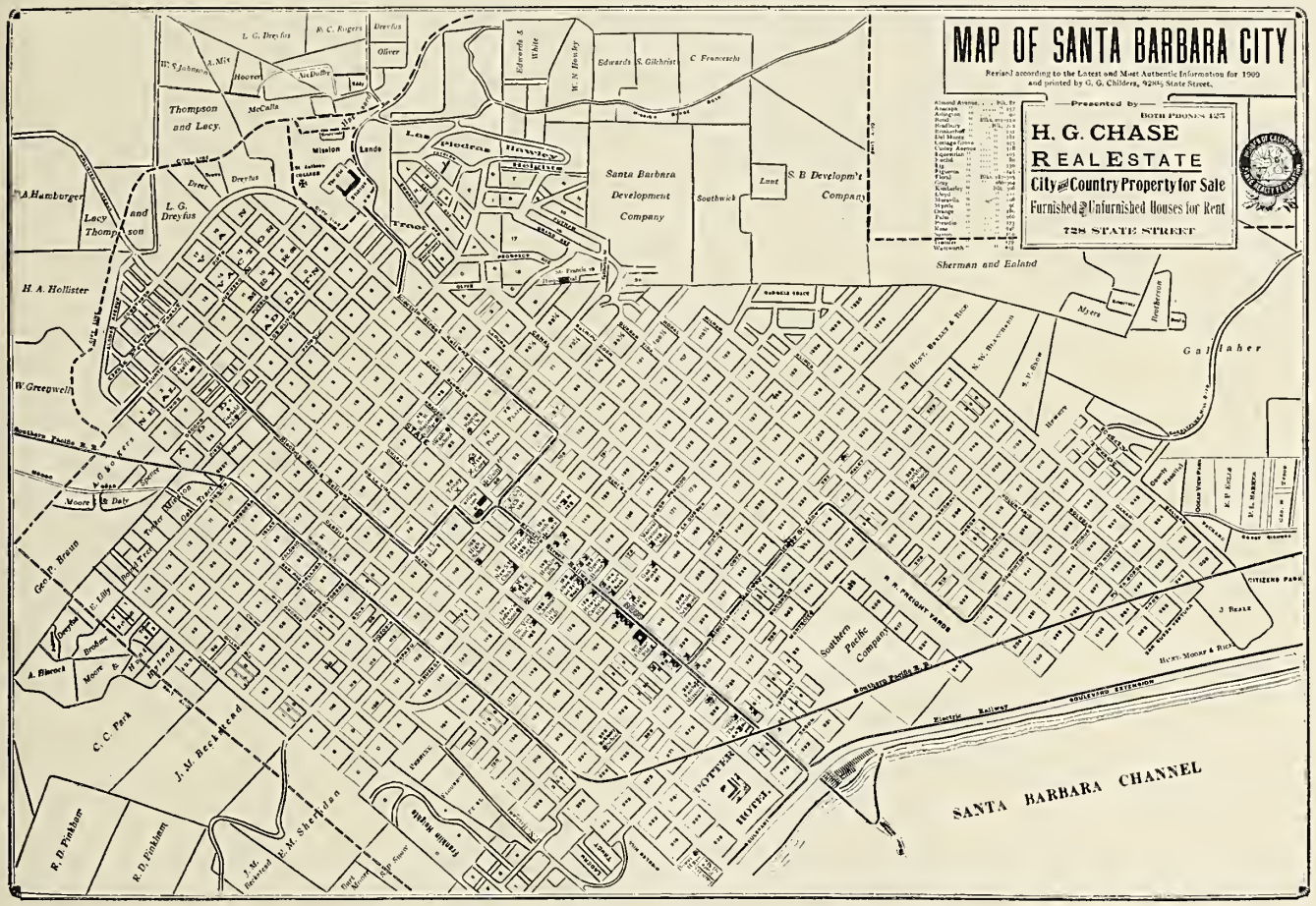
Among the interesting typographical curiosities that have reached this department is a map of Santa Barbara city, a reproduction of which we show herewith. The reproduction, together with the following letter, are explanatory:

"*Inland Printer:* "Santa Barbara, Cal., June, 1910.

"Gentlemen,— Herewith I send you a copy of a map set up entirely by hand. The boxes or squares are brass rule and the white space was filled with redwood, cut with a penknife. Mr. Childers, the printer who set this up, said that some of the six-point lines he used to designate the names of the streets had to be filed and cut down to five-point, so as to get them in. The work took six months' time to set up, and is to-day the most correct map that this city has ever had. The job is a curiosity in itself and deserves a comment in your publication.

"A. F. Aubrey."

From a typographical standpoint the map is a curiosity, and some difficult problems have been overcome in an ingenious way. But it is nevertheless an example of wasted effort and false economy, for it would have



An interesting typographical curiosity, composed of type and brass rule.

been done quicker, cheaper and more neatly if the usual process of map-making had been followed, namely, to make a drawing of the streets, lots and traffic routes, set up in small type the numbers of the lots and other titles, paste these on the map, and make a zinc etching of the whole. Such a map would bear "scaling" if distances had to be measured on it. It is doubtful if this one will. A good apprentice draftsman could trace this map accurately in two days, at a cost of $8. The numbers and titles could be pasted on in half a day, at a cost of $4, and the zinc etching would cost $11.35; total, $23.35. As a map, this one is very defective in the following particulars: There is no guide to the metes and bounds, nor are the sizes of the broken lots or even lots given. Where traffic routes intersect the streets there is a bad break, and the abrupt ending of some of the streets looks strange. There is no north point to guide the reader of the map, nor is there a single scale or dimension given to form an idea of the size of the lots or distance from point to point.

A pleasing booklet from the J. A. Richards Company, Albion, Michigan, sets forth in an attractive manner the possibilities of the "Multiform" rule-bending machine, a machine designed to bend all kinds of rule for cut-out dies to be used on presses. The booklet itself is an excellent example of cut-out work and suggests a profitable field of endeavor to the printer.

From the Rockford Printing Company, Rockford, Illinois, we have received a copy of the year-book of the Rockford High School. Typographically it is the most attractive of the school year-books that have reached this department. The arrangement of the text pages and advertisements is pleasing, the illustrations are well printed, and the color combination is unusual and effective. A careful selection of stock does much to enhance the general excellent appearance.

Florence Times, Florence, Alabama.— The memorial booklet is a handsome piece of work. We would suggest, however, a little more care in the making of margins in work of this character. Instead of centering each type-page, it should be so placed that the margins are graduated in size, the back margin being the smallest, the top margin next, outside margin next and bottom margin largest. If placed in this manner, the two pages shown in the opening of the book appear related to each other, rather than separate, as they appear when there is such a wide space between them.

Julia V. Anson, Homer, Michigan.— The copy which you had for the letter-head did not lend itself readily to a panel arrangement of this kind. This could be partially overcome by placing the matter which is now at the bottom in the panel at the left side, making it correspond more in quantity with the panel at the right. With a panel at either end of a design it is desirable that they be nearly equally filled. We would also

suggest that where you center the lines in one of the panels it would be better to do so in the other, rather than squaring them up at one end. We would also suggest that you avoid separating the names of the town and State. In the letter-head in question the placing of the telephone number in the lower corner of the center panel would make this possible without rearrangement.



"WHY A PRINTER NEEDS A PROFIT."

Marjorie Elspeth and Jean Elizabeth, children of Fred Doig, printer, St. John, New Brunswick.

FRED DOIG, printer, St. John, New Brunswick, says that THE INLAND PRINTER helps him make a profit, and as an illustration of why a printer needs a profit he sends a photograph of his two little daughters, a reproduction of which we show herewith. Mr. Doig also sends a package of commercial specimens which are excellent in design and color, and call for no criticism whatever.

HARRY B. LEGGETT, Ottawa, Canada.— There is no fault to be found with the card which you entered in the contest. It is well handled and open to no criticism. After eliminating the cards which contain real faults, it becomes, with the judges, simply a matter of personal taste as to choice of arrangement, and there are of necessity many excellent cards which fail to win prizes solely because the style in which they are set does not appeal to the personal tastes of the judges. Your hand-lettered stationery is very attractive and is excellently handled. The specimens of official stationery in use during the period of court mourning for the late King Edward VII. are very interesting, and we show on page 728 a reproduction of letter-head and envelope. We have no criticism to offer in regard to the Yukon Territory history. It is well gotten up and the illustrations are unusually good.

H. EMMET GREEN, Anthony, Kansas.— The commercial specimens which you submit for criticism are excellent and afford little opportunity for suggestion as to improvement. We would, however, call your attention to the lengths of the various lines under the title on the program for the First Methodist Church. The address line, the name of the pastor and the line "Program for June" are all of nearly, but not quite, the same length, and we would suggest that making them all of one length, perhaps putting a rule on either side of the center line, would be an improvement. We do not intend by this to advocate "squaring up" groups as a principle, but where lines are so nearly of equal length it seems that either squaring them up or making a greater difference in their lengths is desirable. The card for the employment agency is an interesting arrangement, marked by originality, simplicity and taste.

ELECTROTYPING STEREOTYPING

BY C. S. PARTRIDGE.

Correspondence relating to this department is respectfully invited from electrotypers, stereotypers and others. Individual experiences in any way pertaining to the trade are solicited. Inquiries will receive prompt attention. Differences of opinion regarding answers given by the editor will receive respectful consideration. Address, The Inland Printer Company, Chicago.

Capacity of a Metal-pot.

B. S., Memphis, Tennessee: To calculate the capacity of your metal-pot, multiply the cube of its diameter in inches by the decimal .5236 and divide by two to find the number of cubic inches. A cubic inch of stereo metal weighs 6.15 ounces.

Inserting Matrices into Matrices.

B. P., Roanoke, Virginia: "The paper on which I am employed has lately begun the 'News Picture' service, sent in the shape of matrices. At present we are making plates of each matrix, inserting the same in our pages and stereotyping the pages for use on a Hoe perfecting press. I have heard of a process whereby the picture matrix may be inserted in the page matrix, thereby securing a plate from the original matrix and obtaining better results in presswork, especially in half-tones. Should you be conversant with such a process, would you describe same to me?" *Answer.*— We have not been able to learn of any process such as you describe, and we should hardly think it to be practical. If you discover a means of successfully attaining the end we would be very glad to hear from you regarding it.

Stereotyping Half-tones.

L. L. Bearscore, Winona, Minnesota: "Having had some trouble in stereotyping fine-screen half-tones, I welcomed Mr. Shumway's suggestion in a recent number of THE INLAND PRINTER of placing tinfoil over the cut before molding. The first time I tried it the tinfoil would not peel off readily and some of the paste came with it. The next time I had occasion to try it I left the tinfoil on the matrix and cast my plate. On removing the matrix I found that the tinfoil had fused on the plate, leaving a perfect printing-face. To perfectly fuse the tinfoil the metal must be hot enough to brown the face of the matrix slightly. In molding forms containing half-tones I place two thin strawboards over the cuts after laying on the backing sheet, to give them more squeeze. These of course must be removed before placing the matrix in the casting-box."

Type Off Its Feet.

R. T., Portland, Oregon: We have examined the molds that you sent us and, in our opinion, they are sharp and deep and first-class in every respect. From the proofs, however, we have come to the conclusion that the type in most instances marked has been off its feet when molded. This is not an uncommon occurrence when the forms are made up of Monotype, because there are no fine spaces used, and the result is that the justification is imperfect.

You will notice that the type is tipped lengthwise of the line, so that one edge of a letter is very black and the other edge does not print. You should examine the bottom of the type before molding, if practical, for type off its feet may be readily detected by passing the hand along the bottom. It may be that the rolling machine forces the type off its feet. If so it would probably be best to turn your form the other way round when molding, if possible. One or two of the parts marked on the proof looked as though the faults were more with the pressman than with the stereotyper.

Roller Matrix Paste.

W. D., Yonkers, New York, writes: "Will you publish a paste receipt for rolling machines and oblige a constant reader? The matrix paste I am using will not stand any impressions, that is, without breaking in several places. This is the paste receipt I am using: Three pounds flour, twelve ounces starch, three ounces carbolic acid, four quarts water. The above is always lumpy, no matter how long or how little it is cooked." *Answer.*— The following simple paste will give satisfactory results if properly made: Six pounds of flour, three pounds of starch, one tablespoonful of carbolic acid, twelve quarts of water. Get the lumps all out of the mixture before cooking, then cook in steam-jacket kettle. When cool, add as used three or four ounces of whiting to each pound of paste. Force the paste through a fine mesh sieve to make it smooth. Do not try to use brush matrix-paper for the machine, but get the regular machine matrix-paper, which is a soft blotter. Do not wet the paper, but make it up dry. The paste will dampen it sufficiently. Use the paste a little thinner for the tissues than for the backs. It would be advisable to paste the backs the day before they are to be used, or at least a few hours before, to give them time to become evenly moistened by the paste.

Stereotype Matrices.

M. B., Holyoke, Massachusetts, writes: "What is the object in using more than one sheet of tissue-paper in preparing a piece of stereotyper's flong, or, as some stereotypers express it, a 'mat'? I have been stereotyping for about twenty years. At the place where I began we used one sheet of forty-pound matrix-paper as a base, pasted on three sheets of white tissue-paper and then two cream tissues. We then beat this in with the brush, used powder and then covered with another forty-pound sheet. After I had been in charge of the stereotyping for some time I gradually reduced the number of tissues used. I discarded the white tissues altogether and used only cream tissue. I used three sheets of tissue for some years, then two and finally got down to one, with equally as good results, so far as I am able to judge. I will admit that I can tell a difference while beating in a form if the flong is made up of more than one tissue. I have used only one tissue to a flong for a number of years and seldom break a sheet while molding. I use forty-pound paper. I have asked numerous stereotypers why they use so many tissues, but have not received satisfactory answers; some say that being the way they were taught and others that it makes the matrix stiffer. I concede that it does make the matrix stiffer, but why not use a heavier matrix-paper for the base, or, if it is the tissue-paper that makes the matrix, why not have the tissue made heavier, that is, have the tissue-paper made three or four times heavier than it is made, or, better still, have the matrix-paper made entirely of tissue-paper stock? My theory is that the tissue paper is only necessary to cause the matrix to separate from the cast easily. I have, for experiment, made matrices without any tissue at all. While these would come off the form all right they would stick somewhat to the cast and show the grain of the paper on the plate. When one sheet of tissue was used the matrix would peal from the plate easily. Now I contend that after one sheet of tissue is used, the only object in the use of tissue at all has been accomplished, and any additional sheets only constitute a waste of material, time and labor." *Answer.*— The most important material used in making a matrix is neither the backing paper nor the tissue, but the paste. It is the paste which gives to the flong that plastic quality which enables one to get depth, especially in the bowls of the type, and to get a great many casts from one mold. And it is necessary to use three or four tissues in order to work in evenly enough paste to make the flong practical for the best class of work. Then a single tissue is hardly enough entirely to remove traces of the grain of the backing paper from the plate, certainly not when half-tones are to be reproduced. Even white tissues are too stiff and have too much grain to be placed next to the type, and are only used because they are cheaper than the cream and are good enough to hold the paste. If the weight of the backing paper be increased the work of beating in the flong is increased, a fifty-pound paper is about as heavy as is practical for brushwork where backing powder is used. For roller-machine matrices two lighter backing sheets and three tissues and one eighty-pound backing sheet are used with a correspondingly increased amount of paste.

ADVANCE IN PHOTOENGRAVING.

Of course, the marvelous advance in process of cheap reproduction of photographs has been a large factor in making pictures universal, writes Henry Wysham Lanier, in the *American Review of Reviews*. Twenty-five years ago practically all the pictures one saw in books and magazines were printed from wooden blocks, with the exception, of course, of the expensive (and generally bad!) steel engravings. It took weeks, sometimes months, to cut on wood one of the elaborate full-page reproductions of paintings, such as formed the chief appeal to the eye in the leading magazines, and they frequently cost hundreds of dollars. To-day a good half-tone (an etching photographed through a finely ruled screen on a copper plate, with the blank spaces eaten out by acid so as to leave the picture in relief) can be made in a few hours at an average of one-twentieth the cost of a woodcut. Even the carefully reëngraved half-tone is infinitely more practicable than the old process. The result is blazoned large in every American home. Such a thing as an unillustrated magazine hardly exists to-day, and many of the great daily newspapers put before us at breakfast admirable half-tone pictures, photographically exact, of events which happened the afternoon before. It is almost true that the half-tone picture in color or black and white is more important than the text in the American magazines, which circulate many millions of copies a month. It is a fact that there has been some artistic loss in this universalizing process; the fine old velvety blacks of the best woodcuts exist no longer in our books and magazines; nor can they until some inventive genius gives us a half-tone process that dispenses with the ruled screen — a problem on which many people are working and the successful solution of which is constantly rumored.

O WISE man, wash your hands of that friend who associates with your enemies.— *Saadi.*

NEWSPAPER WORK

BY O. F. BYXBEE.

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate-cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects, to O. F. Byxbee, 4727 Malden street, Chicago. If criticism is desired, a specific request must be made by letter or postal card.

Ad.-setting Contest No. 29.

It is impossible to announce the result of ad.-setting contest No. 29 this month, but everything will be in readiness for the September number. There were only nineteen specimens entered, owing, no doubt, to the unusual amount of matter and the size of the ad., but nineteen arrangements of the same copy make a most interesting study, and the contestants feel that they were well repaid for their efforts. A few of the best ads. will be reproduced next month, together with the photographs of the leading compositors.

The Man—The Field.

Since the first announcement in this department of THE INLAND PRINTER'S purpose to bring together the *man* with small capital and the ability to conduct a newspaper, and the *field* where his talents and money could be best expended, there has been much correspondence, which has resulted in considerable benefit to those interested. It was expected that the number of *men* seeking locations would far exceed the number of *fields*, but so far the fields have kept even pace with the men. This month are presented three new fields and one new man:

Field No. 5 (Ohio).—We are doing a job-printing business, mostly catalogues and booklets, in one of the suburbs of Cleveland, and also have a semiweekly paper. It is our desire to secure the services of a competent man to take charge of our newspaper and to make a small investment in our company.

Field No. 6 (California).—I have the field and all necessary material. Have been publishing a weekly paper here for a year and a half. Have it on a good paying basis, but the developments are such and so fast that the coming year I will need help. If there is a young man who is capable of conducting a country paper, I would sell him a half interest for $1,000 — that is, if it is satisfactory to him. He does not need to put in a cent until he is satisfied it is all right; then only a small amount down and the balance to suit. Would expect him to look after the mechanical and editorial ends. I would rustle the business and do my share. Would prefer a single man and one not afraid to work. In five years, on a newly opened adjacent tract of land, there will be more than twenty thousand people, and I have been holding this down until what I considered the proper time, which will be from November 1 on.

Field No. 7 (Florida).—We want a man in this town to run a small newspaper for us and I want to sell my printing-office. We could probably fix up a stock company to put up the money to buy my outfit (job) and add to it for newspaper work if we could get the right sort of a man.

Man No. 6.—I would like to enter myself as the right kind of a man who is looking for the right place. In the first place, I am the anomaly of a newspaper reporter with money; needless to say, I did not collect the money by reporting. I have had a good deal of experience on the business and editorial ends of the biggest Eastern and several Western dailies. I am looking for a printer who will go into partnership with me in starting a live daily in some Western town with a future. There are many which are just passing from the weekly to the daily newspaper stage. I could put up $5,000. The fact that I am not a printer is a misfortune rather than a fault, so don't disqualify me.

Further information regarding both the fields and the men described in this and previous issues will be given to those interested. Those knowing of other openings and those desiring to find suitable locations are urged to send the details to the editor of this department, who will hold the information in strictest confidence. Address as indicated under the heading.

Best Plan for Increasing Circulation.

A plan for the increasing of circulation without the use of premiums, or any other inducement aside from the merits of the paper, has been successfully adopted by the *Illinois Courier*, Jacksonville, Illinois. One man is putting on an average of seven new subscribers a day, securing twenty-seven per cent of the people he calls on. That is nearly two hundred new subscribers a month. The plan is not a new one — it has been used successfully before. It simply requires steady, persistent and systematic work — and means steady, persistent growth. The reason it is not used more is undoubtedly because publishers are looking for get-circulation-quick schemes and overlook what can be secured by constant plugging. G. E. Doying, business manager of the *Courier*, gives some interesting statistics of his work and its results, including the full details of the plan, and his letter is given in full:

Adapting a circulation plan originated by a Connecticut paper, as given by THE INLAND PRINTER, the *Courier* has found the best proposition yet evolved for increasing circulation in a legitimate manner. The only requirement is that the paper must be a good one.

We worked the plan on a limited basis last fall and met with good success, but for various reasons we dropped it. On June 10 of this year we began it again, our regular collector for the paper doing all the work, and it does not interfere with his regular collections. It requires perhaps an hour and a half after the paper is issued and about two hours in the morning.

A series of colored slips is used, as follows:

FIRST WARNING.

Good Evening.

We are sending you herewith a complimentary copy of the *Daily Courier*, in order to show you what a mighty good paper it is. We hope you will learn to like it.

We shall have it left at your door every evening for a week or so. If you don't get it regularly and early enough to suit you, drop us a postal card or call us up on the telephone. Kick as though you were a paid-in-advance subscriber, for we are paying to have this paper delivered to you and intend to see that you have it.

If eventually you say that you like the paper so well that you want us to send it right along, we shall feel more than repaid for any trouble we may take. If you don't, why it is all right, anyway. If you are already taking the paper and don't want to be bothered further, please notify us and we will stop.

"A Newspaper Full of News."

The Courier.

THE SECOND LESSON

How Do You Like It?

Isn't there some satisfaction in picking up a good newspaper in the evening and seeing full accounts of all that has happened during the day, particularly in and around Jacksonville? You may have heard about some of these things, but often your information is more or less inaccurate. The *Courier* gives you an impartial report of the entire matter, and gives all the facts that can be obtained.

There is no use talking, if you are looking for magazine literature there may be better places to find it, but if you want *news* while it is freshest you must read a good evening paper, and we are sending you a good evening newspaper on trial for a while. Let us know if you don't get it regularly and promptly.

The *Courier* costs only 10 cents a week, $5 a year, when paid in advance.

"A Newspaper Full of News."

CHAPTER III.

Our Improved Facilities.

You will remember that for a long time the *Courier* was not able to print and deliver the paper until pretty late in the day.

About a year ago we installed a fine new press, and had to occupy about 1,600 square feet more of floor space to do it. We also employed more men, and now we are able to print a paper of eight, twelve, sixteen or thirty-two pages, or any other number that the occasion may require.

On ordinary occasions we print eight, ten, twelve or sixteen pages, and we don't try to crowd enough advertising to fill sixteen pages into eight

pages. At least fifty per cent of each issue is reading matter, which is the proportion allowed by newspaper experts. The *Courier* is *not* primarily an advertising sheet, with news as a secondary consideration.

"A Newspaper Full of News."

FOURTH POINTER.

Getting Better Every Day.

People tell us that the *Courier* has improved greatly. With blushes, we admit that this is true. The improvements that have been made, however, are only the beginning of a procession that will be years long.

We intend to make the *Courier* better every day, adding something here one day, improving something there the next, and not stopping until we are dead. Jacksonville is entitled to a first-class newspaper. Here it is, and if you take it you can watch it improve and grow.

Incidentally, our editorial page is worth reading. The *Courier* stands for a better and greater Jacksonville, and it is not afraid to say so. When we think a certain way we don't hesitate to let you know it, and we believe you will agree that we state things pretty plainly, but truthfully.

Our ambition is to make the *Courier* so acceptable to the people of Jacksonville and vicinity that no family will be able to get along without it. Have we succeeded in pleasing you so far?

"A Newspaper Full of News."

HINT No. 5.

Local News Especially.

"First of all, the news." That's our motto. When it comes to ascertaining what news is, we proceed on the theory that people are more interested in a dog fight, if it's a Jacksonville dog, than in the court affairs of the Ahkoond of Swat.

Oh, the local news is the thing, and we are doing our best to gather it for you.

We also print a complete piece of popular music about once a week — all the late successes.

On Wednesdays we give you a separate twelve-page section of farm news and good reading matter for the home circle.

We try to give you your money's worth.

"A Newspaper Full of News."

THIS IS THE SIXTH TIME.

How to Get It Daily.

If the *Courier* pleases you, you will naturally inquire how you can get it daily.

In a few days a canvasser will be around to see you. Please have your answer ready, and then make your choice of the way you pay. You can pay the collector weekly or monthly, if you choose.

We will attend to any complaints regarding the delivery of the paper, and will see that the delivery is prompt and regular. It costs 10 cents a week, unless paid in advance. If paid in advance, it is $5 a year, or $2.50 for six months.

These few copies we are sending you are free.

Important point! The canvasser is a good-natured young man, but he has a good many calls to make daily. He would like to get your decision the first time he calls. Please have your answer ready.

"A Newspaper Full of News."

LAST CALL.

Are You Ready?

You will readily guess we have a purpose in all this. We want you to become a regular reader of the *Courier*. Our canvasser will be around to-morrow or the next day. Please have somebody or everybody in the house instructed whether you want the paper or not, and, if so, how you want it. We ask this because we want to know whether we have succeeded in our campaign.

Please do not omit this, or all our efforts will have been wasted.

Vote early and vote right.

"A Newspaper Full of News."

In starting the plan our man pasted twenty-five slips of the "First Warning" on the outside of that many papers and delivered them to houses where the *Courier* was not taken. The second day he delivered twenty-five of "The Second Lesson" to these houses, and at the same time left the "First Warning" at twenty-five new places — and so on until there were seven sets of twenty-five each. Each day, of course, one set of twenty-five received the last slip and twenty-five new ones were found to take their places.

We have kept a detailed record, showing the results of this canvass, and it is most gratifying. It is all the more pleasing when we remember that all subscriptions secured are obtained solely because the people want the *Courier*. There is absolutely no inducement in the way of premiums, cut price, etc. The solicitor spends little time in talking to the people on whom he calls — twenty-five each day. Of course, if the prospect seems undecided, he endeavors to secure the subscription.

Here is the record for twenty days ending July 2:

	No. Calls.	Back Calls.	Subs.	Per Cent.
June 10	25		4	.16
11	25	2	7	.22
13	25	11	9	.266
14	25	4	9	.29
15	25	9	8	.296
16	25	2	5	.28
17	25	2	8	.286
18	25	6	6	.28
20	25	4	5	.271
21	25	4	4	.26
22	25	4	6	.258
23	25	3	5	.247
24	25	3	8	.252
25	25	3	8	.257
27	25	3	8	.261
28	25	2	5	.257
29	25	3	7	.258
30	25	4	7	.26
July 1	25	4	8	.263
2	25	2	9	.268
Total	500	75	134	.268

We also carry a column showing the territory canvassed each day.

In twenty days five hundred nonsubscribers have received the *Courier* seven days each, with a few words that will attract their attention pasted on each paper. They have had an opportunity to see that the paper is a good one — and more than one in every four has concluded that he needs the *Courier* regularly.

The *Courier* has used voting contests, premiums to some extent, and other plans for increasing circulation, but this one beats them all.

Keeping Subscription Accounts.

Last month were published directions for keeping subscription accounts, which prompted L. P. Evans, editor of the Piscataquis *Observer*, Dover, Maine, to send in a card

Began ..... 19....	Name			
Remarks	Street or Box No.			
	P. O. and State			
To .....19...	To 19	To .....19.	To 19	To .....19...
Amt..	Amt	Amt.	Amt	Amt .....
Recd .. 19..	Recd..... 19..	Recd .. 19...	Recd..... 19.	Recd .....19...
To .....19 ..	To .....19.	To.....19.	To .....19.	To.....19 .
Amt	Amt.	Amt.....	Amt	Amt .....
Recd 19.	Recd .19.	Recd. .....19.	Recd.....19.	Recd.....19

SUBSCRIPTION RECORD CARD USED SUCCESSFULLY BY THE PISCATAQUIS "OBSERVER," DOVER, MAINE.

which he has been successfully using for ten years. It will be noticed that the card (which is reproduced herewith) has sufficient blanks for ten entries and includes in concise form the amount, the date and the time to which the sub-

CASH RECEIVED BY THE OBSERVER PUBLISHING COMPANY, DOVER, MAINE

Date, ... **191**

From .....

For Observer .....

Ad. .....

Job .....

CASH SLIP FOR RECORDING ALL CASH PAYMENTS.

scription is paid. I would like to receive samples of subscription records from other publishers. Mr. Evans also sends a cash-slip which is used for all cash receipts. These slips, as fast as they are filled out, are placed on a spindle and transferred to the cash-book each night or in the morning.

Wisconsin Course in Journalism.

The University of Wisconsin enjoys the distinction of having the first working laboratory for students in journalism of any institution of learning offering training for newspaper and magazine work. The laboratory is modeled to a considerable extent after a real newspaper office. Its equipment includes seven typewriters, files of the New York papers and the leading daily and weekly papers of Wisconsin, as well as the newspaper and advertising trade journals and important college publications. A collection of foreign papers, including some from India, China, Japan, Burma, Ceylon, South Africa, Central America, Mexico, Cuba and the Philippines, is also on file. It has the beginnings of a "morgue," as well, with some six hundred separate folder envelopes, each of which contains at least two or three clippings and articles. Several thousand well-written newspaper stories, taken from New York and other large daily papers, are mounted on large manila cards and classified in a filing-case according to subject-matter and treatment, so that they may be used readily by the students. A similar collection of magazine and special-feature articles is used to show the students how to prepare material in these forms. There is likewise a collection of pictures of prominent people, to illustrate methods of publishing portraits in newspapers on short notice. The university had 102 students registered in journalism this year from twenty-one different States. The boy at the extreme right of the picture is reading the June number of THE INLAND PRINTER.



NEWSPAPER LABORATORY FOR STUDENTS IN JOURNALISM AT WISCONSIN UNIVERSITY.

Senator Patterson Sells Denver "Times."

Jared Newell Husted, a Colorado capitalist, has purchased from Senator T. M. Patterson, the Denver *Evening Times*, which has been published from the same office as the *Rocky Mountain News*, a morning paper, which is also owned by Senator Patterson, and which he will continue to edit and publish. An entire new plant of presses, linotype and other machines will be installed by the *Times*, which will be edited by Hugh O'Neill, one of the Rocky Mountain district's best-known newspaper men. Senator Patterson says his only reason for disposing of the *Times* was that the battle waged by the people of Denver against the trusts had been won, and he felt justified in unburdening himself of the exacting duties necessary in publishing two daily papers.

Doomed Cartoonist Selected by Lot.

Arthur L. Bowen, newspaper cartoonist, according to agreement, is to marry the lady who drew the winning number at the Lyric Theater, Chicago, recently — that is, if the lady does not demur. The management of the Lyric offered the Newspaper Club's building fund fifteen per cent of the gross receipts of the first week of "The Lottery Man" if one of its members would contract to marry the woman drawing the winning number. A number was given to each lady buying a seat, but up to date the identity of the winner has not been learned. Mr. Bowen was selected by lot at a meeting of the club's members, and has gracefully surrendered all rights to future liberty for the benefit of his organization.

Another Unique Motto.

Frank Fesler ("the man behind the quill"), publisher of the Foley (Ala.) *Outlooker*, noticed the unusual newspaper motto mentioned last month, "Our aim: to publish a newspaper," and sends a copy of his own paper with the motto, "Everything comes to the man who goes out and gets it." A very sensible motto and one which no publisher can afford to forget.

Newspaper Publishing in Alaska.

How would you like to publish a weekly newspaper in Alaska, where single copies sell for 25 cents and the subscription price is $10 a year? These are the prices secured by the *Alaska Citizen* at Fairbanks, a five-column folio. George L. Bellows, one of the publishers, writes entertain-

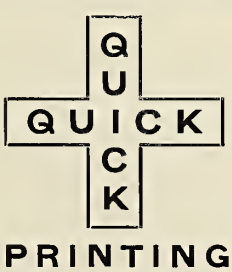
ingly of existing printing conditions in that far-away section of Uncle Sam's domain:

Inland Printer Company:

GENTLEMEN,— The past season has been a very prosperous one for our office and the outlook for tbe coming season looks even brighter. Everything points to this part of tbe country becoming one of the greatest quartz-producing districts in Alaska. If such be the case we will be prepared for it. There have been five companies organized and we printed the certificates. If you remember you advised me of the house to get the blank certificates from. They were very gaudy and catchy and we got $35 per hundred.

In the March number I was amused by "The Poor Devil." I will relate the first day's experience of my advent in a printsbop. It was in New York city. Temperature, 80° in shade. Wise comp.: "Say, boy, I need an agate hair-space; go get the push-cart and take this order to Farmer, Little & Co. and get one." Me to the cart and push it about a mile. Of course, they were just out of them and sent me to the next typefoundry. Same story, until I had been to about every foundry in the city, and at last I trudged back to the office, perspiring and nearly exhausted. Tbe cub ahead of me told me of the joke and I was determined to get even. The wise comp. had a habit of changing his shoes. Me to tbe sboes with ink-pot and put enough ink in each shoe to print a thousand posters. He never noticed until be reached home, took off his sboes and began to see his tracks on tbe carpet. He probably would have wrung my neck had I been in reach. But then I have never been convinced that my joke was any worse tban his. (I write this at your request for such stories.)

The article, "Building and Advertising a Printing Business," is just the way we are conducting our business. We are convinced tbat we have more permanent customers than the other two offices together, as they are always out soliciting and cutting prices. We are in a position to wait for a job, for we know that once they come they will come again, and we get our prices without competition. Our slogan and trade-mark is:



It is on all our stationery and we also have two signs on our window with the same design. Nothing like it for getting the money, I assure you. We have received orders as late as ten o'clock at night, to be got out immediately.

I have dug up an old post-card which we used for advertising purposes. To the right is Mr. Caskey and to the left is myself. If you notice, on the window beside me, you will see our slogan, "Quick Printing."

Hoping that our relations will ever be pleasant and that you will look upon Alaska with favor and not think it a land of snow and ice, but one of Uncle Sam's most valuable possessions, I am,

Fraternally yours, GEORGE L. BELLOWS.



HOME OF THE "ALASKA CITIZEN."

"Biggest Newspaper Ever Published."

The Dayton (Ohio) *Daily News* published an edition of 210 pages in commemoration of its one hundred and second anniversary, which it describes as "the biggest newspaper ever published in the world." This issue also marked the dedication of a modern building occupied exclusively by this modern daily. The *News* called its big number a "New Home Edition." It was divided into twelve sections, beside the regular news pages and a four-page cover. Each section carried not only reading-matter but a large volume of advertising that applied particularly to the section in which it appeared. This classification of contents was an excellent feature and one which could well be followed by other papers publishing anniversary or similar numbers. The different sections were named as follows: "Transportation," "Historical," "Educational," "Manufacturing," "Mercantile," "Automobile," "Insurance," "Financial," "Building Association," "Dayton Beautiful," "Miami Valley" and "New Home."

Home for Newspaper Men.

J. Craig Smith, a well-known capitalist of Youngstown, Ohio, is said to be planning the establishment of a home for newspaper men. According to report, Mr. Smith has selected a site on the Missouri river a few miles north of St. Louis, and will be financially assisted in the enterprise by a wealthy widow, who has offered to donate one hundred and sixty acres of land for the home. The institution will not be used for treatment of disease, but is intended as a resting-place for newspaper men whose nerves have been upset by the strenuous life.

Blind Publisher with Clear Sight.

Frank M. Fries, of Kittanning, Pennsylvania, while totally blind, is the eminently successful publisher of the *Daily Times* of that place. He established the *Times* in 1898, which is Kittanning's first successful daily newspaper, and while for the past five years he has been bereft

of his eyesight, his clear mental vision has made it possible to overcome, in a great measure, his physical misfortune. Mr. Fries began his apprenticeship as a printer at the age of twelve, on the weekly *Times*, and has lived all of his life at Kittanning.

Ad. Criticisms.

Among the ads. received this month for criticism is one from John Sherman, of the Cisco (Texas) *Round-Up* (No. 1), which will illustrate an error frequently made by ad. compositors. At first glance this appears like an attractive ad., and the idea of arrangement is commendable, but



No. 1.

BUSINESS-GETTING QUALITIES SACRIFICED FOR TYPOGRAPHICAL EFFECT.

in the execution all else but type selection has been overlooked. A reader, glancing down this ad. casually, may have his attention caught by "Don't buy till you see this beautiful line of ours." Beautiful line of what? He glances back and sees, "drugs, paints, oils and varnishes." His idea of the "beautiful" is disappointed, and he passes on. This last phrase is evidently intended to apply to the wall-paper, and the latter should have been displayed. In endeavoring to carry out a typographical idea the compositor often loses sight of the value of the ad. to the advertiser. Art in typography is all right, but business-getting in advertising should never give way to art — both can be made to work in harmony. A few other samples of good display, each having its particular merit, are shown. No. 2 is submitted by J. L. Frazier, of the Lawrence (Kan.) *World*. The broken inner panel is being used to a considerable extent and adds much to the attractiveness of an ad. The price in this ad. is also brought out very nicely. H. E. Shrope, of the Washington (N. J.) *Star*, submitted a number of ads. of decided merit. The two which are reproduced (Nos. 3, 4) indicate what can be done with difficult copy. Doctor Sherman's ad. should be studied carefully. The full-line arrangement with the cross-rules is commendable. Note how the word "Specialist" is brought out, and also the location. Mr. Shrope's other ad. shows how a display line may be broken up around a cut. Many compositors would feel that the display in this case must be all across the top and would run the cut in the lower corner, thus losing the balance and spoiling the effectiveness of the ad. John W. Baker, superintendent of the Gazette Publishing Company, of Niagara Falls, New York, submitted a very striking ad., but the long, narrow shape precludes its reproduction to advantage.

Sober Thought of Sixty-five Years Ago.

A copy of the *Sober Second Thought*, a newspaper edited by General Sickles during the presidential campaign of 1844, was recently discovered by G. R. Barber, of Watertown, New York, on an old clock in the Barber homestead, near Canton, New York. At the top of the editorial columns are printed the names of James K. Polk, candidate for President, and George M. Dallas for Vice-President. On request, Mr. Barber has forwarded the copy to General Sickles, who will no doubt enjoy reading his sober second thoughts when a lad of twenty-one years.

Editors Must Pay Cash Fare.

"Under the law in this State, newspapers may not exchange transportation for services or property by way of bartering." This is the decision of the Supreme Court of Nebraska, rendered in a test case brought by the attorney-general in an effort to prevent the issuance of mileage by the Union Pacific Railroad in payment of its advertising contracts. The court holds that the issuance of mileage in



No. 2.

A PLEASING EXAMPLE OF THE BROKEN INNER PANEL.

return for advertising is a violation of the State Railway Commission Act, and Nebraska editors will have to produce the "long green" in the future when negotiating for railway mileage.

Making Newspaper Women.

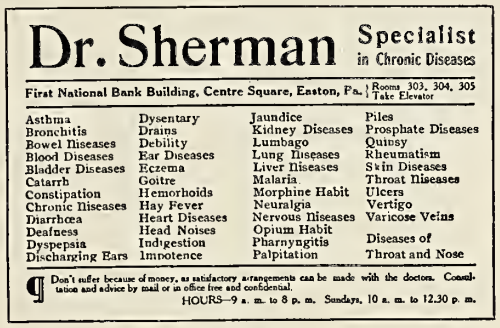
The St. Louis *Times* has adopted a new scheme to develop newspaper women. Recently it inaugurated a voting contest for popular young ladies of the city, and, as a result, nineteen of these — "the pride of St. Louis" — have departed for a tour of Europe, as the guests of Edward

L. Pretorius, publisher of the *Times*. One of the stipulations by which every member of the party takes the trip is that she must contribute two letters of five hundred words each, descriptive of her travels. In this way the publisher hopes to uncover unknown journalistic genius, with the purpose of adding to his already brilliant staff of writers.

Newspaper Criticisms.

The following papers were received, together with requests for criticism, and brief suggestions are made for their improvement:

Reformatory Outlook, Mansfield, Ohio.— Your Fourth of July issue was fully as commendable as the Decoration Day number. It shows that every detail has been carefully looked after.



No. 3.

DIFFICULT COPY WELL HANDLED.

Detroit (Minn.) *Record.*— The copies of *Store News* and other samples you send me do not properly come under the head of "Newspaper Work," but so far as ad. composition and presswork are concerned the work is commendable.

Tocsin, Santa Clara, California.— The presswork on the *Tocsin* is excellent, particularly when the rush in which it was handled is considered. This part of the work is much better than the ad. composition, as there is too great a variety of type used.

Renfrew (Ont.) *Journal.*— The presswork on your paper has greatly improved since it was last criticized, and the work throughout is commendable, particularly the ad. composition. The full-page ad. would have been much more attractive if it had been arranged in panels.

Sheffield (Ill.) *Times.*— There is apparently no good reason for the extra rule at the head of the first page. You should use the same care in making up plate matter as in the handling of type, and see that columns are the right length and that dashes are between the items and properly spaced.

Greensboro (Md.) *Free Press.*— Aside from the imperfect column-rules your paper is exceptionally neat. Those rules which fail to show up should be laid flat on the stone and tapped gently with a piece of iron on the bottom edge at intervals of two or three inches; this will raise them sufficiently to make a perfect impression.

Asherton (Tex.) *News.*— Caps. and lower-case for the first line of a display head do not make a very good appearance — all caps. is much better. Your ads. are well displayed, but unless the advertisers demand it, plain rule borders should be used on single and double column ads.— a twelve-point border is too heavy for ads. of this size.

Barrie (Ont.) *Northern Advance.*— There is nothing about your paper to criticize except that you print it wet. Years ago it was considered necessary to dampen the paper for the edition before printing, but now not one newspaper in a thousand in the United States is so printed. In your case it cheapens the appearance of what would otherwise be a very attractive paper.

News Notes.

THE Boston *Herald* is in the hands of a receiver.

AT Runnells, Iowa, the *Record* has ceased to record.

SOCIALISTS will start a weekly paper at Canton, Ohio.

PUBLICATION has been suspended by the *Record,* Ulster, Pa.

Paris Modes and *Every Woman's Magazine* have consolidated.

A DAILY edition will be issued by the Mason (Ky.) *Independent.*

A NEW home is being erected for the Parkersburg (W. Va.) *Sentinel.*

AT Astoria, Ill., the *Argus* has been consolidated with the *Searchlight.*

THE Homestead (Pa.) *News* is a new eight-page weekly recently established.

THE initial number of "The Logan Valley Traveler," by the operating department of the Logan Valley Railway Company, with Superintendent of Transportation Lee T. Shannon as editor-in-chief, made its appearance recently.

JAMES E. LYNCH is the new editor and manager of the Peekskill (N. Y.) *Review.*

THE Sunday edition of the Memphis (Tenn.) *News-Scimitar* has been discontinued.

MRS. JOSEPH P. CALDWELL has been made city editor of the Charlotte (N. C.) *News.*

THE *Evening Tribune,* Huntsville, Ala., has been consolidated with the Mercury *Banner.*

THE Chicago Newspaper Union has been taken over by the Western Newspaper Union.

Every Evening, of Wilmington, Del., has inaugurated a Saturday supplement of four pages.

THE Trades Unionist Publishing Company, Washington, D. C., has gone into the hands of a receiver.

THE Detroit *Times* has secured the city's official printing contract, beating the *News* in the bidding.

DISCONTINUED some time ago, the Malvern (Pa.) *Item* has been reëstablished as a local family paper.

THE Birmingham (Ala.) *Age-Herald* has taken up residence in its handsome new home on Fifth avenue.

RALPH M. HENDERSON, of Johnstown, Pa., has been made manager of the *Citizens' Tribune,* at Albuquerque, N. M.

BLOSSBURG, PA., will have a new paper shortly. It is to be called the *Advance,* with H. R. Henderson as editor.

A NATIONAL magazine for musicians will be established shortly by the Ocean Grove Association, of Ocean Grove, N. J.

MISS STELLA SMITH, of Grant Sweeney, Ill., is now the owner of the Polo (Ill.) *Visitor,* a leading Ogle County paper.

THE *Travel Magazine,* of New York, was sold at public auction recently, after being in the hands of a receiver for several weeks.

MAYOR GAYNOR, of New York, has withdrawn his suit for libel against the New York *World,* which was instituted last November.

ARTHUR CAPPER, publisher of the *Daily Capital,* at Topeka, Kan., has purchased the *Ruralist,* of Sedalia, Mo., an agricultural paper.

A SEMIWEEKLY newspaper will be started at Greer, S. C. The new enterprise is being promoted by M. L. Rhodes, of Greenville, S. C.

A SERIOUS break in its printing-press recently caused a week's suspension of the Twin City *Telegram,* an afternoon paper, of Decatur, Ill.

A. P. GAUTRAU is president of the Tribune Publishing Company, recently organized to take over the New Era Publishing Company, at Patterson, La.

TUSCALOOSA, ALA., is to have a new afternoon daily. Sam F. Clabough is to be its editor. The first issue will appear some time during the month.

THE editors and publishers of the Reno (Nev.) *Weekly* are facing a criminal libel charge by Judge Pike of the Second Judicial District Court.



No. 4.

DIFFICULT COPY WELL HANDLED.

A LIBEL suit by Special Policeman Bancroft, for $10,000, against the Seattle (Wash.) *Times,* has been decided by a jury in favor of the newspaper.

PUBLICATION of a monthly magazine, to be known as *Art and Progress,* will be commenced by the Charcoal Club, of Baltimore, an organization of artists.

ON the charge of criminal and malicious libel, Daniel T. McCool, editor of the *Young Republican,* Philadelphia, has been sent to prison, in default of bail.

MAGISTRATE KINGSFORD, of Toronto, Ont., has rendered a decision in an action brought against the Toronto *World* for alleged violation of the Canadian betting act, upholding the right of newspapers to publish tips

on horse races and form charts showing the winners and odds of races which have been run. Similar cases against other papers were also dismissed.

MAYOR JOHN N. DARNELL, of Frankfort, Ky., has instituted a libel suit against the *News* of that city, asking $25,000 damages for alleged defamation of character.

THE *South To-day* is the name of a new magazine to be issued shortly in the interest of Southern business men. It will be published at Memphis, and distributed free.

A WOMAN'S newspaper, edited entirely by women, will shortly be an accomplished fact in Philadelphia. This paper is being mothered by Mrs. E. C. Atwood, of Idaho.

IT is rumored that Victor A. Lawson, owner of the Chicago *Daily News*, is backing H. H. Kohlsaat in an effort to consolidate his *Record-Herald* with the Chicago *Tribune*.

A BILL placing the control of telephone and telegraph companies of New York State in the hands of the public-service commission was recently signed by Governor Hughes.

LESLIE HUGHES is now in editorial charge of the Nicholas (Ky.) *Advocate*. Col. John W. Powling, editor and proprietor of the paper, is seriously ill and his death is expected.

A NEW Catholic weekly soon will be launched, as a result of the Catholic Laymen's Congress, held recently at Little Rock, Ark. Stock amounting to $30,000 was subscribed by the delegates.

JOSEPH J. THOMPSON, well-known Pittsburg journalist, is said to have purchased the Connellsville (Pa.) *News*. It is also reported that a new morning daily will be started at Connellsville.

IT is said that the "muck-raking" magazines will turn their batteries upon the publishers of certain influential newspapers who have sympathized with the "interests" attacked by these magazines.

AT St. Albans, W. Va., the Oil Man's Publishing Company, recently organized, has purchased machinery for a plant and will publish a weekly newspaper and the *Oil Man's Magazine*. W. G. Long is president of the company.

A "HOME EDITION," containing 210 pages, was recently issued by the Dayton (Ohio) *News*, commemorating the event of moving into its new home, which is said to be one of the finest newspaper buildings in the United States.

THE Punxsutawney (Pa.) *Spirit* has moved into its new building, which is one of the finest in that part of Pennsylvania, and is equipped with the most modern facilities for publishing a newspaper and doing a general printing business.

CHICAGO will be the next meeting-place of the National Amateur Press Association, which on July 5 closed its annual convention at Cleveland, Ohio. Edward N. Suhre, St. Louis, was elected president, and Harry L. Lindquist, Chicago, secretary.

A NEW order issued by the management of the Washington (D. C.) *Star* extends the two-weeks-vacation-with-pay custom, which has prevailed in the clerical and reportorial departments, to all of the mechanical departments as well, and the printers are in a happy frame of mind over the matter, the composing-room chapel sending a letter of appreciation to the officials of the paper.

Changes of Ownership.

Granby, Mo.— *Miner*.

Perry, Mich.— *Journal*.

Suncook, N. H.— *Press*.

Lake View, Ore.— *Examiner*.

West Jefferson, Ohio.— *Home News*.

Albany, Ore.— *Herald*. Sold to C. C. Page.

Richland, Iowa.— *Clarion*. Sold to J. Clacey.

Hartford, S. D.— *Herald*. Sold to J. R. Moses.

Minerva, Ohio.— *News*. Sold to David B. Kappes.

Gayville, S. D.— *Observer*. Sold to T. B. Guthrie.

Braymer, Mo.— *Comet*. C. E. Ware to L. Barham.

Purdy, Mo.— *Guide*. Boren Curtis to Fred Stumpf.

Balaton, Minn.— *Press*. Consolidated with *Tribune*.

Somerset, Ky.— *Journal*. Sold to Steuben Godfrey.

Danville, Ky.— *Advocate*. Sold to H. A. Richardson.

Spencer, Ky.— *Courier*. D. B. Thurman to J. W. Hill.

Berthoud, Colo.— *Bulletin*. G. A. Hill to J. S. Bailey.

Normangee, Tex.— *Bell*. DeWitt Lamb to A. J. Frick.

Deshler, Neb.— *Hustler*. Frank Lowe to E. J. Mitchell.

Eveleth, Minn.— *News*. David Larin to Larin & Meade.

Lancaster, N. Y.— *Times*. Consolidated with *Enterprise*.

Iberia, Mo.— *Sentinel*. Brown & Brown to G. M. Martin.

Logan, W. Va.— *Banner*. J. A. Grove to F. H. Williams.

Speareville, Kan.— *News*. E. L. Smith to S. G. Burnham.

Taylorsville, Ky.— *Courier*. D. B. Thurman to J. W. Hill.

Madisonville, Ky.— *Journal*. J. B. Brasher to J. H. Young.

Mansfield, Ark.— *American*. R. Massey to Graves & Harris.

Forest, Ohio.— *Advertiser*. L. A. Conklin to E. A. Talbert.

Warren, Pa.— *Mail*. Sold to J. A. Larson and S. W. Train.

Brandon, Tex.— *Observer*. W. L. Wray to James D. Burns.

Clarion, Iowa.— *Clipper*. Mrs. W. A. Monroe to Harry Guy.

Booneville, Ark.— *Progress*. J. D. Ferguson to East & Gray.

Burlington, Kan.— *Democrat*. John Baines to A. R. English.

Ashland, Wis.— *Press*. J. M. Chapple & Co. to J. T. Hooper.

Manchester, Okla.— *Journal*. J. M. Simmons to L. K. Thomas.

Davenport, Wash.— *Times*. Sold to J. G. Hamlin, of Blue Earth, Minn.

Lyons, Kan.— *Daily News*. E. H. Young to W. A. Johnson and J. W. Cooke.

La Grange, Ky.— Oldham County *Era*. Bushrod Rowlett to G. W. Peak & Son.

Auburn, Ky.— *Advocate*. A. M. Herndon to G. R. Van Arsdale. Mr. Herndon has purchased the Russellville (Ky.) *News*.

Kendallville, Ind.— *Sun-Standard*. J. D. Rerick to Sun Publishing Company.

Charleston, W. Va.— *Gazette*. Sold to Col. W. E. Chilton and business associates.

Richland, Mo.— *Cyclone*. Consolidated with *Mirror* and name changed to *Leader*.

Hobart, N. Y.— *Independent*. Sold to L. H. DeSilvia and moved to Stamford, N. Y.

Chambersburg, Pa.— *Valley Spirit*. D. A. Orr to the Valley Spirit Publishing Company.

Colton, Cal.— *News*. Willard Bebee to Rev. Jesse A. Hungate. It is stated that the paper will be made a semiweekly.

Eldorado, Kan.— *Republican*. Sold to L. L. Smucker, of the Wichita *Eagle*. S. S. Smith, who was associated with the late T. B. Murdock in the management of the *Eagle*, has gone to Medford, Ore., where he has purchased a paper.

New Publications.

Salix, Iowa.— *Free Press*. L. N. Duchaine.

Mason, Tex.— *Star*. James Calvert, editor.

Fremont, Mich.— *Review*. M. F. Ketchum.

Clinton, Ind.— *The Blue Pencil*. R. S. Osborn.

Rolfe, Iowa.— *Arrow*. Bruce Printing Company.

Maysville, Ky.— *Independent* (daily). Purdon Brothers.

Jacksonville, Tex.— *Daily Progress*. Phillips & Mecklin.

Richmond, Cal.— *Independent*. M. J. Beaumont and I. N. Foss.

Lexington, Ky.— *Daily Independent*. Luther C. Reynolds, editor.

Minncapolis, Minn.— Twin City *Star* (negro). C. S. Smith, editor.

Jackson, Ky.— *Mountain Sentinel*. R. C. Musick plays the editorial fiddle.

Rochester, N. Y.— *The Inventor* (a technical magazine). John Dennis, editor.

Deaths.

Hughesville, N. Y.— A. Harvey Shimp, editor of the *Mail*.

Griffin, Ga.— E. N. Mills, president of the Mills Printing Company.

New Castle, Pa.— T. J. McCleary, editor and proprietor of the *Democrat*.

Cleveland, Ohio — Fred Heavens, for thirty years a compositor on the *Press*.

Albion, Ind.— Rev. David Winston Jones, founder of the Fort Wayne *Gazette*.

Brooklyn, N. Y.— James Tompkins, president of the Jersey City Paper Company.

Boston, Mass.— Arthur Johnson, for many years connected with the *Advertiser*.

New York, N. Y.— Col. James Brown, well-known newspaper man of the Rocky Mountain States.

New Orleans, La.— Charles J. Dakin, for many years superintendent of the Hyatt Printing Company.

Washington, D. C.— J. Whit Herron, business manager of *Evening Star* and for thirty years connected with its management.

Chicago, Ill.— James Feidler, founder of the *Keystone Gazette*, at Bellefonte, Pa., and recently on the staff of the Chicago *Examiner*.

Washington, D. C.— Edward H. Thomas, thirty-nine years an employee of the Government Printing-office and a veteran of the Civil War.

Washington, D. C.— Melville Weston Fuller, Chief Justice of the United States Supreme Court and at one time editor of *The Age*, Augusta, Me.

Montreal, Can.— Richard White, for many years part owner of the Montreal *Gazette* and recently president of the Gazette Publishing Company.

Cincinnati, Ohio.— Harry E. Lawrence, one of the city's best-known journeyman printers. (Burned to death in the New Market Hotel fire.)

New York, N. Y.— Henry B. McManus, member of Typographical Union No. 6 since 1850 and at the time of his death said to be the oldest living member.

AMONG the victims of the recent Montreal (Que.) *Herald* fire were thirteen members of the local typographical union, including the president of the organization.

Worcester, Mass.— James H. Mellen, veteran newspaper publisher and ex-member of the Legislature. He was a well-known friend of labor and at one time published the *Wage Earner*, which was afterward known as *Mellen's Magazine*. He also founded the Worcester *Evening Star* and *Evening Times*. J. H. F. Mellen, his son, is labor editor of the Boston *Post*.

MORE FREQUENTLY.

I shot a poem in the air;
It was reprinted everywhere,
From Bangor to the Rocky Range —
And always credited to "Exchange."

— *New York Mail.*

And long, long afterward it chanced,
As a book of verse I gazed upon,
I found the poem published there,
And it was simply signed "Anon."

— *Denver Republican.*

But now that bit of vagrant verse
Has gone much farther and fared worse;
In the *Podunk Times* last week I read it,
And *London Titbits* had the credit.

— *Chicago Record-Herald.*

PROCESS ENGRAVING

BY S. H. HORGAN.

Queries regarding process engraving, and suggestions and experiences of engravers and printers are solicited for this department. Our technical research laboratory is prepared to investigate and report on matters submitted. For terms for this service address The Inland Printer Company.

Stripped Negatives Curling at Edges.

R. E. Godfrey writes: "What is the cause of the stripped and reversed negative film curling up at the edges? I make my stripping collodion as follows: Ether, 24 ounces; alcohol, 24 ounces; cotton, 1 ounce and castor-oil, 1 ounce." *Answer.*— You are using too much castor-oil, and, fearing that it will turn up at the edges, you use so much friction with a piece of dry blotter on the edge of the film that you are increasing instead of preventing the difficulty. The friction and dry blotter dries up and absorbs the oil from the surface of the film, which causes it to contract, and, as the under side of the film is still expanded with the oil, it, of course, curls upward. Use but ¾ ounce of pure white castor-oil to the above amount of collodion and see if your difficulty does not disappear.

Formic Acid Instead of Acetic Acid.

Formic acid, which formerly was made from ants, is now produced from coal and is being used by photoengravers instead of acetic acid, which is made from wood. One part of formic acid to ten parts of water is said to be far more efficient than even pure acetic acid in stripping negatives. For developing, Boston photographers are now using one part of formic acid to twenty-five parts of sulphate of iron solution, the latter being made up to the strength of 10° to 12° by the hydrometer. It is claimed that the developer can be weaker in iron when formic instead of acetic acid is used. For cleaning glass plates, instead of nitric acid or lye, formic acid can be used in the proportion of one part of formic acid to ten parts of water. So also in brightening up copper plates before or after etching or before reëtching, one part of formic acid can be used to twelve parts of salt and water.

Enamel on Zinc.

R. W. Schofield, New York, wants to know how they use enamel on zinc without burning in. He says he has tried different hardening baths that have been recommended to him, but the enamel gets soft and the nitric acid gets through the enamel. *Answer.*— Mr. Schofield should have given our readers the formulas for the hardening baths he has tried, so that they might be discussed here. The facts are that it does not injure zinc as much as is claimed to heat it to a degree sufficient to burn in an extremely thin enamel film to a yellow or light brown, which is all that is necessary to furnish sufficient resist to the acid. Some operators ink up the enamel with transfer ink before developing under the tap, so that they powder up and get a resin top over the enamel before burning in. Other operators place the enamel-covered zinc plate, after development, in a bath of chrome alum or very weak formalin for several minutes before rinsing and drying and burning in. It is presumed this well-known hardening bath has been tried: Ammonium bichromate, 1 ounce; chromic acid, ¼ ounce; methylated alcohol, 3 ounces, and water, 25 ounces. Rock the plate after development in this bath for from three to five minutes after careful development and before burning in.

Saving of Silver Wastes.

Among the many practical talks at the Buffalo convention of the International Association of Photoengravers was one by Mr. W. E. Baldwin on silver wastes. It makes one sit up and listen attentively when told that over sixty per cent of the silver purchased goes down the sink and that it can be saved by little trouble. That which interested photoengravers most was the recommendation to take an empty oil barrel, and put a faucet in it one-third the distance from the bottom; let washings from plates, when developing and intensifying with silver, collect in this barrel; when the barrel is nearly full add to it salt in solution, not dry salt, and this will precipitate the silver to the bottom in the form of chlorid of silver. When the solution in the upper part of the barrel has cleared, usually over night, draw it off in the morning and the barrel is ready for another day's washings. When the deposit at the bottom of the barrel comes up to the faucet remove it to another barrel, and when the latter is full send it to the refiners; one will be surprised at the value of the returns from it.

To Print Without a Printing-frame.

"Reader," Reading, Pennsylvania, writes: "Could you kindly inform through 'Process Engraving,' in THE INLAND PRINTER, how to get and develop a print from a spliced job that is too big to print in our printing-frame? Both line and half-tone?" *Answer.*— When the job is a line one, a map or diagram that can be joined after the plates are etched, it is customary to cut the negatives with a straight-edge at the precise line where the joint is to take place. Print and etch the two plates separately, and, after etching and routing, the plates are sawed exactly on this line and with a file beveled slightly underneath, so that nothing will prevent the surface edges of the plate meeting, when they are tacked on the block. "Reader" evidently wants to "splice" the negatives. This is done on stone, on zinc for offset presswork and on metal for relief printing in this way: The stone or metal is sensitized as usual with either fish-glue or albumen. This sensitized coating is then smeared over with a thin film of castor-oil and on it are laid two negatives which have had the joining-up lines cut with a straight-edge, as recommended before. The negative films are carefully squeegeed in place and the print made without a printing-frame. After which the negative films are carefully peeled off and the castor-oil removed by wiping with absorbent cotton. Then the film is either rolled up with etching-ink and developed, or, if it is an enamel coating, it is developed under a tap of running water as usual. If care is taken several prints may be made from the same negative films, though it will be found that the castor-oil does rot or soften the films.

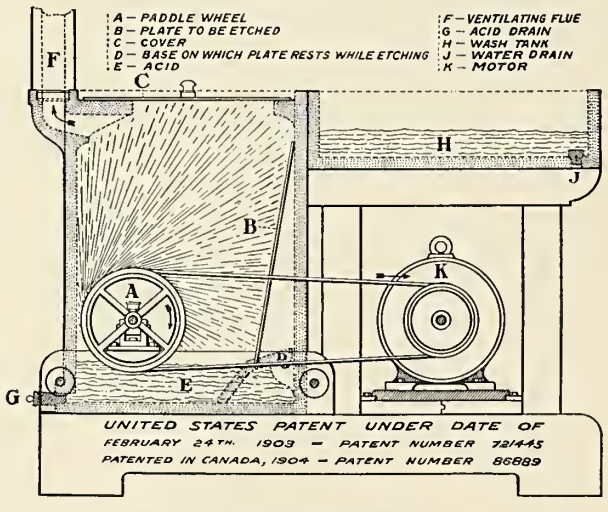
Photogravure.

A librarian calls the attention of this department to the various published definitions of the term "photogravure," and asks that the distinction between the process and those "near like it" be stated. A so-called "Dictionary of Engraving" is quoted by the librarian as saying of photogravure that, "Variations of this process are known as heliotypes, Woodburytypes, collotypes, artotypes, Albertypes, etc.," all of which reminds one of "Josh Billings'"

remark: "I wud rather not kno so much than kno so much that ain't so." One might as well say that variations of oil-paintings are water-colors, pastels, chromos, etc. Heliotype, artotype and Albertype are all variations of collotype, all being printed from gelatin surfaces lithographically. Woodburytype is a cast in pigmented gelatin from a mold, while photogravure is intaglio etching in metal, usually copper. The resulting impression is as different in appearance as the methods of making it are distinct. A photogravure is superior to and distinguished from any other print in ink by the rich velvety quality of the ink in the shadows, the ink being in relief on the paper.

Axel Holmstrom Etching Machine.

A most interesting and practical exhibit at the International Association of Photoengravers' convention at Buffalo was a new etching machine. In fact, there were two of them, one etching copper and the other zinc, in one of the bedrooms of the hotel. All the power they required was taken by wire from an incandescent electric-light fixture. Members of the association had been invited to bring



THE AXEL HOLMSTROM ETCHING MACHINE.

plates with them to be etched, which was done, and they all appeared satisfied with the speed and quality of the etching done on the machines; 65-line half-tones on zinc, for newspaper purposes, were etched in forty-five seconds, while copper half-tones of 150 lines required but 1½ minutes. There was no question about the depth of the etching, and what was particularly noticeable, the beautiful high-light effects obtained, thus dispensing with reëtching. It is claimed for the machine that the expense for acid is reduced to one-third by its use. The fumes can also be kept out of the workroom.

The cut explains the simplicity of the machine. The plate to be etched is laid almost vertical in the machine, as shown at B. The motor is started, at any speed required, and the operation is merely timed, the motor stopped and the plate washed off in the tank H and examined. The fumes are carried off at F. The machine consists of an acid-proof earthenware box in which is a shaft with two paddles attached, which, on being revolved by the motor, throw the acid against the plate in the form of drops and spray. The acid flows down to the bottom of the box and is used over until exhausted, when it is drawn off at G. This is the eighth etching machine shown with cuts and description in this department, so that our readers know of all the etching machines now in the market.

Photoengraving Outfits.

(637.) "Will you kindly furnish me with the names and addresses of concerns making outfits for photoengraving?" *Answer.*— The following is a list of dealers in photoengravers' machinery and supplies; Williams-Lloyd Machinery Company, 337 Dearborn street, Chicago; Murray Machinery Company, 1906 Wyandotte street, Kansas City, Missouri; Ostrander-Seymour Company, Chicago; F. Wesel Manufacturing Company, 70 Cranberry street, Brooklyn, New York; Paul Shniedewend & Co., 627 West Jackson boulevard, Chicago; Driscoll & Fletcher, 164 Ellicott street, Buffalo, New York; Miller Saw-Trimmer Company, Milwaukee, Wisconsin; R. Hoe & Co., 504 Grand street, New York; Fuchs & Lang Manufacturing Company, 29 Warren street, New York; Hexagon Tool Company, 321 Pearl street, New York; Hoole Machinery & Engraving Works, 29 Prospect street, Brooklyn, New York; Robert Mayer & Co., 19 East Twenty-first street, New York; John Royle & Sons, Paterson, New Jersey; Cramer Dry Plate Company, St. Louis, Missouri; Max Levy, Philadelphia, Pennsylvania; Bausch & Lomb Optical Company, Rochester, New York; American Steel & Copper Plate Company, 116 Nassau street, New York; Adams-Bagnall Electric Company, Cleveland, Ohio; National Steel & Copper Plate Company, 108 West Jackson boulevard, Chicago. Proofing paper is carried by all paper-dealers. Paasch Air Brush Company, Chicago, are manufacturers of sprayers; the American Shading Machine Company, Buffalo, New York, shading machines and films; Hamilton Manufacturing Company, Two Rivers, Wisconsin, mounting-blocks; Norwich Film Company, Norwich, Connecticut, shading machines and films. Inks may be procured from all ink-dealers, and exhaust fans from all electrical supply houses.

Paynetype.

So many queries and objections to this new ready-sensitized metal-plate process have been received that the replies by Mr. Gamble to similar queries in England are worth quoting here: The first objection to Paynetype is on the score of price. Apparently the prices are compared with those of glass dry plates, quite forgetting that the zinc is included, and that there are a number of quite expensive chemicals saved, to say nothing of the saving of labor, gas, etc. The next objection is that cuts are often smaller than the stock sizes of Paynetype plates and that, therefore, there would be much waste margins. To both of these objections we would say that it is possible to have a guillotine in the darkroom and cut the stock sizes into smaller ones, nearly all process cameras being furnished with adjustable bars in the dark slide to take any size of plates. To this the objection is raised that it would be inconvenient to etch a lot of little pieces of zinc, but here again the case can be met by soldering a lot of them together, most etchers being expert in soldering up a number of plates. A third objection is raised that it is not possible to correct flatness of copy by "cutting" and intensification as in a negative. Here again it can be shown that treatment similar to "cutting" can be done when developing the image with hot water, by gently rubbing with a tuft of cotton on parts which need "cutting." We think we have said enough to show that "where there's a will there's a way," and it is easy to raise objections to any process, no matter how good it may be. When dry plates were first introduced into photography the old wet-plate workers found all sorts of objections to them, yet now it is unusual to find any one but a process photographer using wet collodion.

Written for THE INLAND PRINTER.

THE INTERNATIONAL ASSOCIATION OF PHOTO-ENGRAVERS' CONVENTION AT BUFFALO.

BY S. H. HORGAN.

WHEN men sit coatless, during hot summer days, in a convention, from 10 A.M. until 6 P.M., with only recess for luncheon, it indicates there are some vital interests under consideration.

This is what the members of the International Association of Photoengravers did during their fourteenth annual convention at Buffalo, June 27, 28 and 29. Some idea of the amount of business discussed may be gained from the stenographer's bill, which was over $100 a day for reporting the proceedings.

OFFICERS RE-ELECTED.

Besides all this there were the reports of officers, the appointment and reports of committees and the election of officers. The zealous work of the officers during the past year was heartily endorsed by their unanimous reëlection. They are: President, H. C. C. Stiles, Washington, D. C.; vice-president, Thomas Heath, Buffalo, New York; secretary, George Brigden, Toronto, Canada, and treasurer, John C. Bragdon, Pittsburg, Pennsylvania.

The work of the Entertainment Committee was commended by every one who attended the convention. No detail making for the comfort and entertainment of those attending the convention was neglected. Their program included automobile and boat rides, as well as theater parties for the ladies who accompanied delegates. Then there was a smoker, a banquet and theater party for both ladies and gentlemen. The members of this Entertainment Committee who deserve more than honorable mention were:



MEMBERS OF INTERNATIONAL ASSOCIATION OF PHOTOENGRAVERS AT FOURTEENTH ANNUAL CONVENTION, BUFFALO, NEW YORK, JUNE 27-29, 1910.

Only the most serious questions were considered in this intense, practical gathering, the leading subject being that of cost-keeping. This was examined from several points of view and by several methods, though the convention could not decide which was the best method. Cost-keeping will hereafter be a most important factor with the photoengraver, as a result of this meeting.

The questions of apprentices, technical education, relations with labor unions, business methods and the consolidation of the Employers' Association with the International Association of Photoengravers were thoroughly gone over.

The subjects selected for the addresses are a further indication of the practical character of the questions considered. Besides the address on "Cost-keeping," there was one on "Creating New Business." The address on "The Future of Photoengraving" was printed in last month's INLAND PRINTER. Other timely addresses were: "Points About the Offset Press," "The Coöperative Plan of Fire Insurance" and "Saving Silver Wastes."

Thomas Heath, chairman; J. A. Anderson, R. D. Armiger, F. H. Clark, H. A. Gatchel, E. W. Houser, E. A. Kendrick, W. J. Lawrence and H. C. C. Stiles, *ex officio*.

The Ladies' Committee of the Buffalo Association, who aided so much in entertaining the guests, were: Mrs. Gaskill, Mrs. Graesser, Mrs. Heath, Mrs. Kendrick, Mrs. W. J. Onink, Mrs. W. J. Onink, Jr., Mrs. C. Pchellas, Mrs. E. Pchellas, Mrs. Perry, Mrs. Pierce, Mrs. Stevens and Mrs. Wilhelm.

After President H. C. C. Stiles called the convention to order he introduced President W. E. Robertson, of the Buffalo Chamber of Commerce and Manufacturers' Club, who welcomed the delegates to the city. Mr. John Clyde Oswald replied for the delegates. The secretary reported that there were 118 firms members of the association, eight having joined that morning. Several others applied for admission during the convention.

THE APPRENTICE QUESTION.

One of the first questions that came up in the convention was that of apprentices. It was stated that with the

ratio of apprentices confined to one apprentice to every four journeymen, and five years to wait before an apprentice could be a full-fledged workman, there would be a dearth of workmen if the engraving business continued to increase as it has been doing. A member stated that in his city the local association of the International Association of Photoengravers had a committee who met a similar committee of the union, and when it was found there was a shortage of workmen they agreed on a plan to meet the situation. He said he always found the union men reasonable in all matters pertaining to the betterment of the business. This influenced the convention so that it was agreed to leave the matter of apprentices to the local associations.

A member from Minneapolis said that if he was a workman he would be a union man, for they could teach this association many things about organization and the way to reach results through association. He said they should have a strong organization and talk over all these questions of mutual interest with the union.

Some members of the "open shop," or Employers' Association, who were also delegates to this convention, taunted the members of the International Association of Photoengravers on their troubles with apprentices. "We employ whom we please, when we please and pay what is agreed upon without discriminating against union men."

EMPLOYERS TO GET TOGETHER.

A member from Boston thought there should be but one association of employing engravers and had a resolution passed authorizing a committee of this association to attend the "open shop" meeting at Toronto, in September, and see if a basis of agreement could not be found by which both societies could consolidate. It developed during this debate that there were 125 firms in the International Association of Photoengravers to about thirty-five firms in the Employers' Association.

There was considerable question of dues in the association. It was brought out that the union man gives one per cent of his earnings to the union and "gets something for it." "When this association will pay in one per cent of their business into the organization they will have well-paid officers, a research department for the use of members, technical schools where their apprentices can learn why they perform certain operations, and which most journeymen of the present day can not tell them." (Questions which are answered each month in the "Process Engraving" department of THE INLAND PRINTER.) It was agreed to increase the appropriations for the expenses of the president and secretary of the association.

TESTIMONIAL TO PRESIDENT STILES.

The question of increasing the president's allowance was interrupted by a member who complained of unfair treatment by the president during the morning session, and he would like to have the opportunity of "presenting his case." President Stiles was obliged to relinquish the chair to Mr. Frank H. Clark, of Cleveland, while the complaint was heard. Doctor Bodenheim, the irrepressible joker, was the complainant. He said that at the morning session the president shut him off during a debate. He wanted a square deal, etc. As the doctor's wrath increased, his power to use any language failed him, and he called out: "O bring in the present." The "case he presented" was filled with beautiful sets of silver knives, forks and spoons, a testimonial from the members of the association to President Stiles for the admirable manner in which he has handled its affairs for many years. President Stiles was so completely surprised that he was only able to feebly express his gratitude, which was drowned with: "For he's a jolly good fellow."

COST-KEEPING.

W. L. Denham, of Minneapolis, gave the convention the subject for lengthiest discussion. He illustrated his address with lantern-slides, reproducing pages of the system of bookkeeping which he has devised for photoengraver's use. There are so many factors that enter into the cost of engraving that Mr. Denham's hearers were surprised at the thoroughness with which he had gone into all the details of manufacture in an engraving plant.

After the illustrated lecture in a darkened banquet hall adjournment was made to the regular convention hall, where Mr. Denham replied to questions. The subject was discussed for hours, as it was the most vital one before the convention.

"Cost-keeping" aroused a desire to hear from Mr. George H. Benedict, of Chicago, whom all recognize as the pioneer agitator of the importance of this question of costs. Mr. Benedict brought with him his famous charts, which have been published in THE INLAND PRINTER and were the first means of opening the eyes of the photoengravers of this country and abroad to the fact that they were losing money on the minimum cuts for which they charged $1.50. These charts were based on a careful record of twenty months' business in his own establishment and were ratified by comparison with similar records kept by many other concerns, notably the Inland-Walton Company. Mr. Benedict showed how sixty-two per cent of the cuts made in an engraving establishment were minimums and not one per cent were over fifty square inches.

Mr. Benedict said: "These large cuts which we are supposed to make money on are an illusion. If we got a proper price for our small cuts we could afford to give away our large cuts. The facts are, we are losing twenty-five per cent on fifty per cent of our business, and we are doing it in the hope that, some day, somehow, the situation will change."

CREATING NEW BUSINESS.

Mr. John Clyde Oswald, editor of the *American Printer*, addressed the convention on "Creating New Business." As the discussion up to that time had been on how to stop losing money in the engraving business, Mr. Oswald was reminded of the Abraham Lincoln story of the man who always sold his goods for less than he paid for them, but explained it by the statement that he did such a large business he could afford to do it. Mr. Oswald gave some excellent advice regarding representatives, circularizing and the methods of securing new business.

Edward G. Pringle, of R. Hoe & Co., in his address on "Points About the Offset Press Which Should Be Understood by Photoengravers," told of the development of the tin-printing machine to the present offset press, after which followed an educational discussion as to what effect this press was going to have on photoengraving and how members of the association could best help out the printer with the offset press. A member from Philadelphia showed an album of work which he had done for the offset press and told of his experiences with it. The question of charges came up, several members told of the bills they had rendered for photographic work of different kinds for the new press, all of which charges were considered too low. One speaker was greeted with applause who said: "If this press is the money-maker for the printer that those selling it claim it is, then photoengravers should be paid for their work."

"The Coöperative Plan for Fire Insurance," was

explained by Mr. Arthur J. Ferris and was listened to with marked attention.

W. E. Baldwin's talk on the "Saving of Silver Waste" was most practical, and is referred to in the "Process Engraving" columns in this issue.

The banquet at the Hotel Lafayette was a brilliant success. At least 250 ladies and gentlemen attended. After a fine menu was partaken, President Stiles, as toastmaster, called on Mr. John Clyde Oswald to speak for the ladies, which was done in Mr. Oswald's most felicitous manner. Mr. James Pierce, of Buffalo, spoke for the local committee, expressing the great pleasure it was to entertain so handsome a company, incidentally telling some good stories, and Mr. Pierce is the master of the humorous story. Max Levy, who has attended all the conventions, congratulated the association on its growth in numbers and good-fellowship. Mrs. L. L. Gamble, of Nashville, sang beautifully "My Old Kentucky Home, Good Night," and, as an encore, "Auld Lang Syne." Mr. Thomas Heath, vice-president of the association, was the last speaker called upon, and his remarks were a model of modesty and brevity.

It must not be understood that there was no fun at the convention. One scientific gentleman undertook at 2 A.M. to dance on a table in his pajamas, but as the aforesaid table-top was prepared for him with a thick coat of Le Page's glue, on which he slipped, any photoengraver can picture the scene. At the "smoker," which name, by the way, covers a multitude of sins, there was used a stop-watch and the same accessories used at Reno on the Fourth of July, and for the same reason. The last day was given over entirely to enjoyment, which included a trip to Niagara Falls and the Gorge in specially chartered trolley cars. No one was permitted to suffer from hunger or thirst on this trip, neither was there any drought of any nature from the time we reached Buffalo until we left it. What more can be said?



From left to right: Max Levy, J. Clyde Oswald, S. H. Horgan, Thomas Heath, M. O. Blackmore.
Photograph by Dr. Hermann Bodenheim.

PROOFROOM

BY F. HORACE TEALL.

Questions pertaining to proofreading are solicited, and will be promptly answered in this department. Replies can not be made by mail.

Geographical Names.

S. B., Corydon, Indiana, writes: "In setting leadered work some compositors place the extra space in between the leaders. I put it between the words to the left, or between the wording and the leaders. I think that extra space is more noticeable when placed between the leaders than when placed between the words and the leaders. Which is right? In writing (or printing, rather) a town name like Evans' Landing, should the apostrophe be left out?" *Answer.*—Leader matter certainly looks better when extra spacing is placed between the words or just before the leaders. Various printers' books and manuals of style tell what leaders are, but no one seems to have thought of saying anything about this matter of extra space. The best way to write names like the one mentioned depends on the nature of the name as to its sense. Some such names are made with no intention of showing the relation of possession, but simply using the personal name as an adjective. Evans Landing thus would mean merely a landing named after Evans. Most frequent in such cases is the possessive sense, and this would properly give Evans's Landing. Some people would write it Evans' Landing, because they

dislike repetition of the *s* sound in speech, and so do not repeat it in writing. Evidently no one form can be adopted for all such names, and the only safe rule for proofreaders is to follow copy, allowing the responsibility to rest where it belongs, with the writer. Such is the only proper practice, except in cases where the proofreader knows — and can prove — that the name is not written correctly. Even if a proofreader knows and can prove that a certain form is the correct one, he may get into trouble by making it so if it is different in his copy. People who write things incorrectly often insist that their way is not incorrect, and those who pay for work must have it done to suit them. That is, of course, it must be done as ordered by those in authority, when they plainly indicate a preference. If they are willing to have corrections made, and the proofreader knows it, the reader's only restriction is the limitation of his knowledge. No phase of language is more arbitrary than the forming of proper names. Absolutely the only way to know what is right in many cases is to know what is the local, or the most common, or the original use in the matter of place-names, or the personal or family use of personal names. Occasionally predominant usage will be so surely known by the proofreader that he may be justified in making a change from copy, and in some instances he may even be expected to conform to common usage, as in the case of names of places or persons of his immediate neighborhood, no matter how they are written. But such names are only a small fraction of those that must be provided for in a general consideration of the subject. If a place is originally named Evans's Landing — which name would arise from a man named Evans having landed there, or because he owned a landing-place there, or from some idea of possession at some time by Evans — the name may not remain long in its original form, because of the natural tendency toward simplifying. Evans Landing is just as good a form, even if the original idea is one of possession, although it does not distinctly represent possession, but simply that the place is named after Evans. Local usage is the only reliable indication of the proper form for the name, and, lacking knowledge of local usage, the determination must rest with the one who writes it. Following copy in such a case constitutes a perfect defense if the proofreader is asked about it, and any other action may cause trouble for him. This is emphasized now by the fact that many official changes have been made in names of unquestionable possessive origin, and the other fact that frequently the official changes are not accepted by the people who prefer the old and correct way. Thus the most authoritative lists now have the name Marthas Vineyard, while many good writers insist on having the correct form, Martha's Vineyard. Official decision makes the mutilated form correct, but, the official decision being itself incorrect, it is strenuously combated by those who will not accept such crudities simply because some persons clothed with a little official power prescribe them. This being so, no proofreader should undertake the substitution of Marthas Vineyard when Martha's Vineyard is written, unless he is ordered to do so. Unfortunately, as it seems to one who believes in the preservation of word-forms that show what they mean, if the reader is instructed to use the forms given in any certain book or list, he will have to make it Marthas, without the possessive sign, if so in his list, and to spoil many other names similarly. Without such instruction his safest procedure always is to follow copy. Proofreaders can not learn too thoroughly the lesson that personal preferences of their own, or even absolute knowledge of their own, should be ignored not only in any case presenting legitimate choice between two forms, but whenever there is a possibility that writers or editors may think differently from them. Other kinds of geographical names also are often doubtful, even authorities of equal standing showing some of them in differing forms. For instance, a place in Pennsylvania is named by combining the names of two men, Wilkes and Barre. The name undoubtedly was originally written so as to show each personal name, Wilkes-Barre, and it is so given now in the latest Webster's Dictionary, the New International. But the form was long ago changed to Wilkesbarre, and it so appears in the Standard Dictionary. Both of these dictionaries profess to give the spellings adopted by the Board on Geographic Names, but one must differ from that board's decision, unless that board has changed its decision in this case, which may have been done, as many people strenuously object to Wilkesbarre, and urge retention of Wilkes-Barre.

This is a long answer to the question asked, which refers only to one place-name. But that reference to one name really opens the way to consideration of all such names so that it would be almost wicked not to treat the general subject. One of the most important phases of the subject as a whole has yet had no attention. It is the question of how far principle may be allowed to govern in such matters. Goold Brown, more than a half-century ago, wrote a great deal about names of places, especially with reference to whether they should be compounded or not. He tried to make laws for some forms which the world has never accepted, and insisted that many such names were properly written as one word which had been and still are written as two, though even he had to acknowledge that what he called impropriety was fully established in some cases. Thus he says: "Of six or seven towns called Newhaven or New Haven, some have the name in one word and some in two. Haven means a harbor, and the words New Haven, written separately, would naturally be understood of a harbor: the close compound is obviously more suitable for the name of a city or town." In his examples of improprieties for correction he gives a sentence containing the name Fall River, and says: "Not proper, because the name Fall River is here written in two parts, and with two capitals. But, according to rule 6th, 'Those compound proper names which by analogy incline to a union of their parts without a hyphen should be so written, and have but one capital.' Therefore, Fallriver, as the name of a town, should be one word, and retain but one capital." But he comes nearer to the truth regarding practice not only as it was, but as it still is, in this observation: "Perhaps there is nothing more puzzling in grammar than to find out, amidst all the diversity of random writing and wild guesswork in printing, the true way in which the compound names of places should be written." Fall River is right — two words.

Mr. Theodore L. De Vinne says, in "Correct Composition," page 25: "Names of persons and places are frequently misspelled. Two forms of the same name may be written unwittingly by a rapid writer. To decide upon one form is the duty, not of the compositor (nor yet of the proofreader, who should query unless authorized to change), but of the author, who should write the name in one form only for the same book. When this duty devolves on the proofreader, he may confidently accept the preferred spelling of the dictionary prescribed." To this may be added: When the name in question is not found in the dictionary or other book of authority, he may confidently follow copy, or, if the name be written in two ways, make the best choice he can for himself, or have some one in authority choose for him.

MACHINE COMPOSITION

BY JOHN S. THOMPSON.

The experiences of composing-machine operators, machinists and users are solicited with the object of the widest possible dissemination of knowledge concerning the best methods of getting results.

Speed on Ad. Composition.

A California linotype operator writes: "I have a clipping from an INLAND PRINTER of several months ago, which states that 3,800 to 4,000 per hour is an average, or a good average, on thirteen-em brevier. I am equal to that, all right, and have no trouble whatever with my machine, but I am an ad.-compositor and am on a Model 5 (high frame), running eight-point and ten-point. My work keeps me more than half — I think five hours' average out of eight hours — on changes from one machine to another. The bulk of our ads. average around seventeen to twenty-six and one-half ems. I know I work fast in my changes. Am careful and have no mixed matrices or trouble with the machine, but my boss got it into his head I had ought to get up 1,600 to 2,000 lines. I am getting up from 900 to 1,600 — average around 1,200. Am I slow, considering my proofs are mostly O. K. or not more than five corrections to twenty inches on any measure, or should I do better?" *Answer.*— Under the circumstances you are doing very well. Operators of similar speed and attainments are in demand. If you were operating steadily, having no changes or other stops, you could no doubt reach 2,000 lines or better.

Distributor Clogs.

An Iowa operator writes: "Am working on a No. 5 that has been in use about three years. Everything working nicely except the distributor, which has been giving considerable trouble of late — more so on the eight-point, ten-point and probably eleven, although we have not used it of late. On this the matrices are carried the full length of the bar and drop from the end to the floor. These do not seem to be damaged in the least, and of late any odd matrix is carried over, sometimes a lower-case 'l,' 'm,' 'i,' 'e,' 'n,' 'quads.' In former times a capital 'I' was the only offender. The combinations do not seem to be damaged, as the next time through they will drop in their respective channels, especially if we are watching. Can you suggest a cure or preventive? Then, again, the distributor will stop without any apparent cause. Here's my solution of this difficulty; am I right? The point of contact between the stopping-bar and the plate on which it rests when the distributor is in action are worn, both of them, I should say, about one thirty-second of an inch, and rounded somewhat here. These parts, I claim, should be renewed, as they slip off, and an adjustment of the plate would cause the bar to hold to it and not slip, should the matrices clog, thus probably damaging something." *Answer.*— The following plan, to determine the cause, is suggested: Remove the channel-entrance guide bar (I 216). Watch the distribution of a number of lines and note how the stopping bar acts if matrices are clogged or lay flat on the guides. The cause of matrices carrying the full length of the distributor bar is sometimes due to a matrix lying flat on the guides, which will hold a matrix suspended until it passes its dropping place. If the stopping bar is worn it can be squared up with a file. Then set the distributor clutch lever adjusting plate so that the bar will rest on it one-sixteenth of an inch. Also see that all of the magazine entrance guides are straight and not burred at the top edge.

High and Low Letters on Slugs.

T. T., a West Virginia operator-machinist, writes: "(1) The thirteen-em slugs enclosed with clipping from paper have, as you will notice, high and low letters; the remainder of the article was O. K., both the beginning and ending. The impression shows on reverse side many letters punched through, but many letters not showing at all. This trouble does not occur often. (2) The two other slugs enclosed show the bowl on one of the capital 'P's' damaged. This occurs when first elevator descends to proper position with mold. The one slug showing capital 'P' with bowl undamaged is produced when adjusting screw in elevator head is screwed down, in which case the tops of lower ears of matrices are damaged. I will not go into detail as to the condition of the machines here, but when I state that former machinist removed the molds twice daily and put them on the emery-cloth to remove the accumulated metal on back of mold, and two of the operators were using a piece of hard steel to scrape out the inside of mold and its front surface, with weights on ejector lever to keep ejector lever from coming forward too far, you will partly imagine what I am up against. The specimens enclosed are from separate machines. The capital 'P' trouble is annoying. If you can enlighten me, and help me overcome this trouble I will truly appreciate it. It may be overcome by a single twist of the wrist, so send the twist, and with haste, or your letter may have to be forwarded. 'Nuff sed.'" *Answer.*—(1) The high and low letters may be due to the need of a new or stiffer pot-lever spring; possibly an adjustment of the spring tension will make the face alignment more uniform. It may be that the aligning elevation of the pot cam is worn down uniform with the normal radius of the cam, thus not affording a proper pressure at the time when face alignment should take place. Procure cam shoes C 197 and C 198, and attach them to the pot cam in proper position, if such is the case. (2) The damage to the bowl of the "P" is due to a movement of the line to the left just as the mold-disk is about to retreat. This may be caused by the spring of the pump-stop lever (BB 214), if you have the new style pump-stop. You should attach a back-mold wiper and keep it in working order. This part is F 482 and costs 25 cents. There is but one way to have first elevator adjusted. It should show about one sixty-fourth of an inch space between the vise cap and the downstroke screw, when the elevator has risen for alignment. Do not have it any other way. Your matrices will not be sheared unless you have some other complication, such as tight lines with the vise automatic out of adjustment.

Facewise Alignment.

A Toronto, Canada, operator writes: "Enclosed please find slug with fault which I am unable to account for, and any light on the subject by your valuable department of Machine Composition will be thankfully received. The fault occurs, as you will notice on examination of slug, to the lower-case 'e' alone, the right-hand side of which is scraped or slurred off, leaving only half of the character. The font is new and the spacebands are, in my opinion, in first-class condition. Peculiarly enough, this has hardly any perceptible effect on the printed page, with the exception of the first few impressions, as the pressure of press

seems to squeeze the character into proper shape. These are American matrices, but the same thing is noticeable with the gothic face (press-proof enclosed), English six-point matrices. Also would like to have your opinion as to where fault lies with six-point gothic, English matrices, press-proof (referred to above), whether metal, matrices, machine or other cause. This font gave us a great deal of trouble a short time ago. We had a twenty-four page catalogue nicely past the proof-revise stage, and first eight on press, when the blackface figures, used with the roman for contrast, would not show up in many cases, despite all the pressman could do. Some of the letters were slightly high, others low. The job had to be reset on another machine."

Answer.— It would be easier to determine the cause of the trouble had a slug been enclosed. The following remedy is suggested: Put in a new pot-lever spring (F 27) or increase the stress of the old one by tightening the front nut on the eyebolt (F 539). This operation should cause a more perfect alignment facewise of the line of matrices, thus giving a more uniform printing surface. The slug received shows a slight "fin" projecting upward on the side of several lower-case "e's." This defect can be corrected by increasing the stress of the first and second justification-lever springs, which will result in a tighter justification of the line.

The "Pantotype."

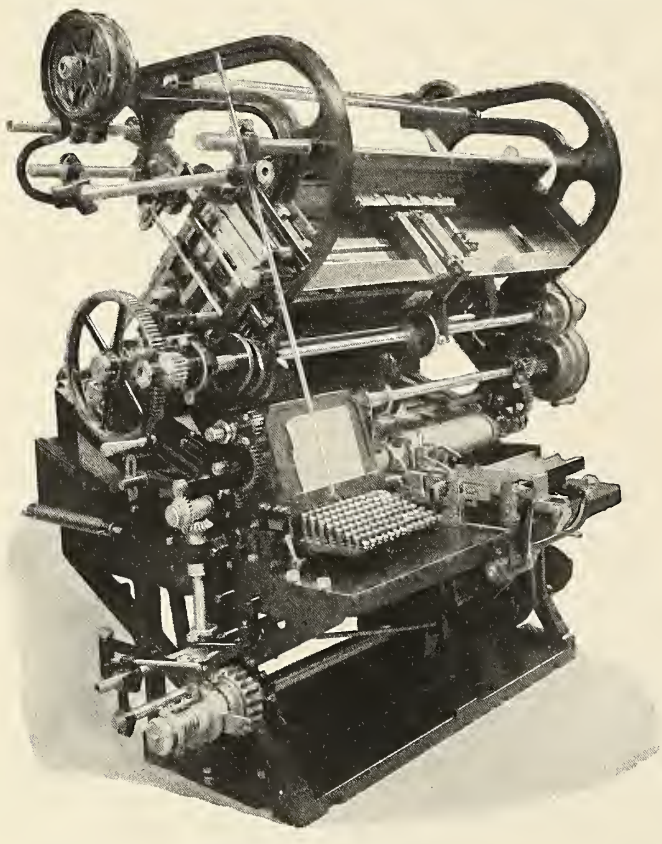
The "Pantotype," a new composing, justifying and distributing machine, the invention of a French engineer, M. Dacheux, will be exhibited at Brussels, Belgium, this year for the first time. It employs movable types and has all the advantages of this method in the matter of making corrections, etc. The machine itself, two views of which are shown herewith, is a compact one and built on novel lines, while the mechanism is all visible and accessible. The distributor is mounted above the magazine, which is inclined away from the operator, and the galley of matter to be distributed is separated automatically and each letter deposited in its proper magazine by means of special nicks on the types and feelers or controllers which are actuated by the nicks. The magazines are capable of holding a considerable quantity of type, so as to permit composition for a time without distribution, or distribution without composition.

The keyboard operates ejectors which push the corresponding type into converging channels which carry it to the assembling point. Justification is accomplished by compressible spaces, several of which are introduced in the line while assembling by the operation of the proper key.

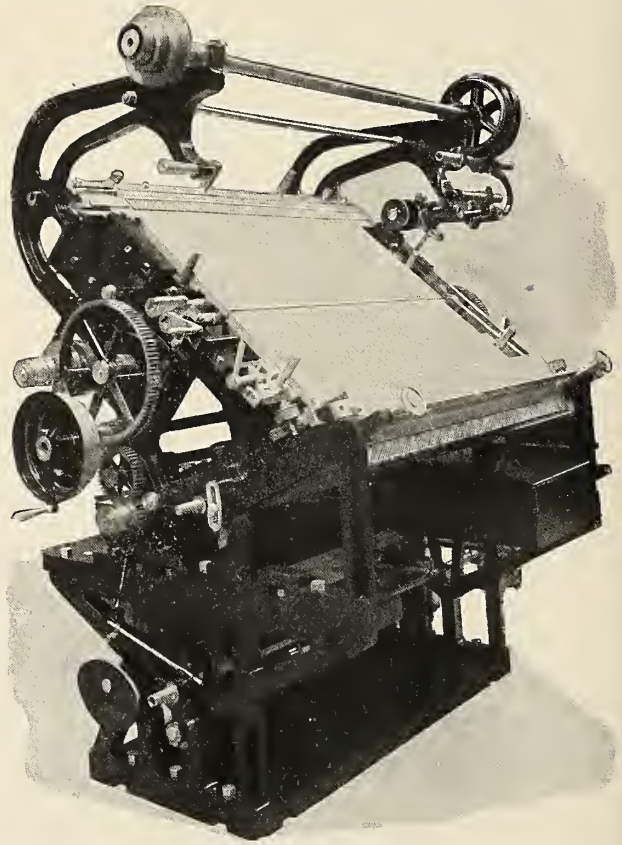
Change of length of line is made by setting the assembling gage and galley, and change of body by changing magazines. The distributor is adjusted by turning a small hand-wheel which controls the width of all the passages. As shown in the photographs, the power transmission is mounted on top of the machine, but this can be omitted and the power derived from a direct-connected motor. One-quarter horse-power drives the machine, which weighs about 2,200 pounds.

It is difficult to see what advance this machine makes in the art. From a mechanical standpoint, the composition of foundry type has been successfully accomplished by several machines in the past, but they have one by one been relegated. To-day the Unitype machine composes and distributes in an entirely satisfactory manner and mechanically appears the simpler machine. Nor does justification by means of compressible spacers appeal to practical printers. The Cox machine, of short life, employed that method, and others tried and abandoned it. Dozens of patents have been issued on various shapes and styles of compressible spacers but none are used to-day.

The fact is that any machine confined to a limited num-



FRONT VIEW OF "PANTOTYPE."



REAR VIEW OF "PANTOTYPE."

ber of characters, not able to compose small capitals and italics as well as the hundreds of other characters used in bookwork, has a limited field of action, and a machine which does not make its own type caters to a still smaller field.

Setting Newspaper Ads. on the Linotype.

The Mergenthaler Linotype Company have just issued, from their printing department, a copy of a twelve-page newspaper. It contains nine different department-store advertisements, furnished by as many representative newspapers in different parts of the country. With the exception of the few larger display lines in these advertisements, which were canceled, every line of composition was set on the Linotype. On the first page are printed the signed statements of the foremen of the various offices, together with


Where there's a will there's a way to make "The Linotype way the only way

PLEASE NOTE IN THE FOLLOWING "SAMPLE" DEPARTMENT STORE ADVERTISEMENT EVERY WORD AND EVERY FIGURE WAS COMPOSED ON THE LINOTYPE, AND EVERY RULE, BORDER AND SLUG USED WAS CAST ON THE LINOTYPE. THE ONLY HAND WORK EMPLOYED WAS ON THE MAKEUP.

This Advertisement May Be Composed Profitably on Two Quick Change Model 4 Double Magazine Linotypes, Equipped with Our Head Letter and Advertising Figure Attachments, with 12 Extra Magazines. (Note the Immense Variety of Sizes and Styles of Faces.)

THE GREAT SEVENTEENTH AVENUE TRADING PALACE

BARGAIN SPECIALS FOR THIS TUESDAY SALE

WOMEN'S FINE, NEW $18.50 TAILOR-MADE SUITS, AT $10.50

WOMEN'S $13.50 FAST BLACK, BEST TAFFETA COATS, $10.95

EXTRAORDINARY VALUES IN HATS

THE BEST BARGAINS IN VARIOUS LINES OF MERCHANDISE FOR THIS TUESDAY'S SALE

GREAT SALE OF CANNED FRUITS, ETC.

DINNER SETS AT A SAVING OF A THIRD

THE FOLLOWING LINOTYPE FACES WERE USED IN THIS ADVERTISEMENT:

SPECIMEN OF NEWSPAPER AD. COMPOSITION ON THE LINOTYPE.

their portraits. The last page of the paper is reproduced herewith, which was set up as an example of the capacity of the Linotype for department-store advertisement work. Every word and figure, every rule, border and slug used on that page was cast on the Linotype. It is a splendid showing of the universal range of the Linotype, and may surprise some who have not kept in touch with the latest developments in linotype composition.

Assembler Slide Adjustment.

An Eastern operator writes: "Would like to have your information and suggestions on the following: "(1) What causes the failure of assembler slide to return after line is sent up? Our machine is a Model 5, made last year. Have tried adjusting brake all ways and consulted several operators, but can not seem to get at the cause of the difficulty. (2) Have also had the same trouble the South Dakota machinist mentions in the April INLAND PRINTER, regarding the battering of the front toes of the matrices. They do not seem to strike the small glass, and the upper glass is adjusted so that there is no play whatever when locked." *Answer.*—(1) The failure of the assembler slide to return after the elevator is raised is likely due to the brake not being released. Try it first by hand to see if it works freely with the brake released, then try it by raising the elevator to full height. You should by this plan find the cause of the trouble. (2) If you will send a damaged matrix we will be better able to judge the cause of its defect. It would be more or less guesswork to say what the damage is from without seeing a matrix.

Instruction on the Linotype.

A Canadian operator writes: "I am just about to learn the linotype machine at one of our local newspaper offices, and am writing you to know if you would be good enough to give me a few 'pointers,' that would be of benefit to a beginner. I do not know anything about it at all. I am a constant reader of THE INLAND PRINTER, also a student of the I. T. U. Course in Printing." *Answer.*— To the beginner we would suggest the necessity of starting right. In this matter no better guide can be found than by following the instructions embodied in "Correct Keyboard Fingering." This method has displaced all others in the various places where instruction is imparted to students on the machine. In The Inland Printer Technical School this system has been in use for a number of years, and no reason has been found for making any change in it. "The Mechanism of the Linotype" should also be studied. Both of these books are published by The Inland Printer Company.

Adjustment of Trimming-knives.

A New York operator writes: "With regard to hair-lining of matrices, I think I have remedied the difficulty. I increased the tension of the justification springs, and it made a great deal of difference. I have had trouble in the trimming of the slug, which is bound to be smaller at the bottom than at the top. I thought perhaps it was the knives, so I got a new set of knives, and, as the mold was warped, had it overhauled at the factory. I also put in new locking-studs, which on these machines are set with dowel-pins, and, therefore, must be in right place, and also bushings. I set the knives, the left hand to trim the overhang on the smooth side of the slug, but not to gouge into the slug, and took good care in setting it. I then set the right-hand knife to trim ten-point, .140. The first slug that comes out measures exact, but, after the machine has cast nine or ten lines, it runs small at the bottom. Then let the machine stop a while and the first slug that comes out is exact, but to run straight along it runs small on the bottom. I have been troubled with this on all three machines more or less. I enclose two slugs. I took notice of the disks to-day and on two machines they move slightly forward as the ejector ejects the slug. I have not had much trouble with the slug on the other machine. Of the slugs I am sending, the blank one is the more correct. The other is one that has been cast when the machine was running right along. I think the blank slug measures .140. The book I am working on I have to make go page-for-page, as per reprint copy, and, therefore, make it .139, less than ten-point. Under the circumstances I am unable to produce two slugs of the same measurement, but I think these will give you an idea as to the trouble. They were cast by the same machine. The blank was cast after the machine was standing and the other after it had been running a while. If the mold-disk is the cause, I wish you would kindly tell me how to remedy it, as it moves forward as the slug ejects." *Answer.*— The slugs do not measure correctly, both the right and left knife being out of adjustment. First set the left knife so there is no overhang at the top on the

smooth side of the slug, then set the right knife so that the slug measures standard, or .140 inch. If you persist in having the slug trimmed *less* than standard it will usually cause your right knife to change, especially so if the knives are not sharp. To set the left knife send in a line and lock your spaceband-lever. Remove the galley and bring the adjusting-screws lightly to a bearing against the knife. If the slug shows a slight overhang, turn out a trifle on the adjusting-screws and then loosen both banking-screws of the knife. The flat curved spring to the left of the left knife will push the knife to the adjusting-screws. Then tighten the banking-screws. The next slug should show less of an overhang. Continue this operation until the left knife removes all of the overhang on the smooth side of the slug without gouging into the body of the slug. To prevent the mold-disk moving forward as the slug is ejected, build under the right-hand locking-stud block or washer with one-half point brass rule until the disk no longer moves forward as the slug is ejected.

Recent Patents on Composing Machinery.

Typesetting Apparatus.— L. K. Johnson, New York city. Filed January 10, 1910. Issued May 31, 1910. No. 960,096.

Apparatus for Reducing the Length of Cast Spaces.— P. W. Druitt, London, England. Filed December 31, 1907. Issued June 14, 1910. No. 961,690.

Two-letter Junior Linotype Matrix.— C. A. Albrecht, Baltimore, Md., and Leopold Leidenberg, Berlin, Germany. Filed February 6, 1909. Issued June 14, 1910. No. 961,742.

Duplicate Magazine Distributor.— J. R. Rogers, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed May 18, 1909. Issued June 21, 1910. No. 961,798.

Duplicate Magazine Distributor.— J. R. Rogers, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York. Filed May 25, 1909. Issued June 21, 1910. No. 961,799.

Stop-motion for Typecasters.— J. S. Bancroft and M. C. Indahl, Philadelphia, Pa., assignors to Lanston Monotype Machine Company, Philadelphia, Pa. Filed January 4, 1909. Issued June 28, 1910. No. 962,408.

Driving Press for Type Matrices.— J. S. Bancroft and M. C. Indahl, Philadelphia, Pa., assignors to Lanston Monotype Machine Company, Philadelphia, Pa. Filed March 12, 1909. Issued June 28, 1910. No. 962,409.

Low-quad Mold.— J. S. Bancroft and M. C. Indahl, Philadelphia, Pa., assignors to Lanston Monotype Machine Company, Philadelphia, Pa. Filed June 3, 1909. Issued June 28, 1910. No. 962,410.

Low-quad Mold.— J. S. Bancroft and M. C. Indahl, Philadelphia, Pa., assignors to Lanston Monotype Machine Company, Philadelphia, Pa. Filed June 3, 1909. Issued June 28, 1910. No. 962,411.

Quick-change Magazine.— W. H. Scharf, Montreal, Canada, assignor to Mergenthaler Linotype Company, New York. Filed January 23, 1907. Issued July 5, 1910. No. 963,076.



A PRINTER'S HOME.

Home of T. B. Brown, printer, Topeka, Kansas. Built by the owner on the "point" system throughout.

QUESTION BOX

This department is designed to furnish information, when available, to inquirers on subjects not properly coming within the scope of the various technical departments of this magazine. The publication of these queries will undoubtedly lead to a closer understanding of conditions in the trade.

All requests for information demanding a personal reply by mail should be accompanied by a self-addressed, stamped envelope.

Vignetting Punches.

(706.) "Can you give me the address of a firm which makes vignetting punches?" *Answer.*— F. Wesel Manufacturing Company, 70-80 Cranberry street, Brooklyn, New York.

Printers' Patent Form-truck.

(709.) "We saw an advertisement in your journal some time ago, which has not appeared in recent numbers, of a printers' patent form-truck. Can you advise us as to the manufacturers of this article?" *Answer.*— Mashek Manufacturing Company, 594 West Lake street, Chicago.

Muslin for Signs.

(712.) "Would it be possible for you to give me the address of a firm that handles muslin for sign-printing?" *Answer.*— The only dealer we know of handling prepared muslin for signs is the Cleveland-Akron Bag Company, Cleveland, Ohio. When writing this concern, send sample of muslin desired.

Binders' Cord Machinery.

(711.) "Can you advise us where we can obtain machinery for making binders' cord? This is a silk-covered cord, rather tightly twisted, and is used by printers for binding booklets." *Answer.*—As far as we have been able to ascertain, G. Otto, 175 Prince street, New York city, is the only manufacturer in this country of machinery for making binders' cord used for the purpose stated above.

Truck for Linotype Metal.

(714.) "Will you kindly advise us of the names of parties manufacturing a truck for handling linotype metal. If possible, we would like to get a truck that would dump the metal, instead of having to lift the metal out." *Answer.* — Inquiry made among truckmakers leads us to believe you can secure the truck you desire from the Standard Scale & Supply Company, 23 North Canal street, Chicago. This concern makes trucks of all kinds.

Cloth Binding Working Loose at Back.

(691.) "Under separate cover we are sending you a copy of a book, our first attempt at cloth binding. Will you please inform us as fully as you can the cause of the back coming loose from the book?" *Answer.*— The cause for your book falling out of the cover is the lack of super (a coarse cheesecloth) on the back. The books should be glued up with thin glue (yours was too thick), rounded and backed, then another thin coating of glue for supering. These should be cut about one-quarter inch shorter and two inches wider than the book back. The third and last gluing is applied over the super for the paper lining. When glue is used thick it does not take hold of the paper, but cracks off when leaves are opened up. The covers

should be made with glue, not with paste, as in this book. That caused the warping. The cover is too long for the book; one-eighth of an inch is enough for the cover to project on each end. The front is not so bad. After pasting the books into the covers they should be left in press at least eight hours.

Labels in Roll Form.

(713.) "I enclose a sample of a drug-label, printed in roll form, and would ask you if there is any firm in the United States that prints these roll-form labels other than the McCourt Label Cabinet Company, of Bradford, Pennsylvania?" *Answer.*— The Kidder Press Company, Dover, New Hampshire, makes a press especially adapted for this class of work, and undoubtedly will be pleased to give you a list of printing-houses using its presses, among whom will be found label-printers.

Automatic Feeders and Job Presses.

(655.) An inquiry in the July issue for information on automatic sheet-feed devices for platen presses was inadvertently not completely answered, the name of the Autopress, manufactured by the Autopress Company, 299 Broadway, New York city, being omitted. This time and labor saving machine is meeting with remarkable success in the rapid production of high-grade printed matter. The Western department, under the management of Mr. William P. Fisher, 303 to 304 Manhattan building, Chicago, is being extended to meet the growing demand from printers at home and abroad.

Tariff Rates.

(678.) "In your issue of May, under the heading 'Trade Notes,' we notice the 'Bookbinders Protest Against Tariff Construction,' and would like to know if this refers to the sending of magazines, periodicals, etc., out of the country to be bound, for instance in Germany, and then shipped back all bound up? And if there is a duty, does it apply also to State institutions having such work done?" *Answer.*— Periodicals, magazines or books printed in this country and sent to foreign countries to be bound, upon their return must pay a duty of forty per cent on both the value of the binding and that of the book, if bound in leather. In cheaper bindings the rate is twenty-five per cent. There is some difference made on the leather binding, depending on whether the value of the book conforms with the value of the binding. For instance, if an inferior work were bound in an expensive leather binding the rate would be higher than if the printed matter conformed in quality with the binding. State institutions, where affidavit is made that they are such, have certain exemptions. For further information, write the Treasury Department at Washington, D. C.

Long Primer.

(705.) "What is meant by 'long primer'? Is it ten-point (as I have been told) or a bastard size between nine-point and ten-point? In other words, is the old name 'long primer' ever applied to modern ten-point?" *Answer.*— Before the point system was established we knew types simply by names — agate, nonpariel, brevier, long primer, pica, etc. But these names did not stand for a standard measurement. The long primer of one type-manufacturer could not be depended upon to justify with the long primer of another maker. Each foundry had a specific size for its different types. Usually, the long primer of those days was not as large, by a small fraction, as the present ten-point, which was the case in all the other types, in comparison with the number of points representing their size to-day. Long primer was not known as a bastard type before the point system became effective. Some of the bastard types were bourgeois, minion and agate. They were called bastard, because they could not be justified with pica by use of leads or slugs. Modern ten-point is known as long primer to-day simply because ten-point was made to displace the size known as long primer in the former days. The same can be said of all the other types. However, correctly speaking, ten-point is not long primer. It is simply ten-point.

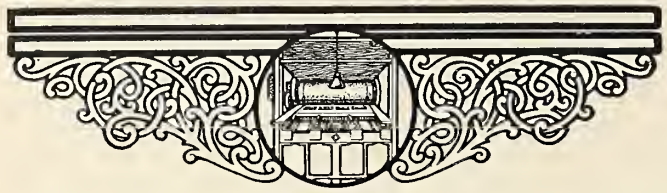
Transparent Paper.

(704.) "Can you give us a recipe for the making of paper transparent, giving similar results as are obtained in the window envelope?" *Answer.*— There are several methods, which will depend upon the use to which the paper is to be applied. The following is recommended: Boiled and bleached linseed-oil, 120 parts; lead turnings, 6 parts; oxid of zinc, 30 parts; venice turpentine, 3 parts. The above ingredients are to be put in a suitable vessel and mixed intimately and boiled for about eight hours. Allow it to cool, then stir and add while stirring the following: White copal, 30 parts; gum sandarac, 2 parts. Apply this mixture to the paper with a brush or by running the sheets through between felt rollers, which will be saturated with the liquid. Another method is to run the sheets through a series of felt rollers which will paraffin the paper. This must be done with the aid of heat, so that the paraffin remains liquid. The paper used in the envelope with the cut-out is a vegetable parchment. This paper is made transparent by a chemical action. The method described in "The Art of Papermaking" is as follows: White unsized paper is dipped for one-half minute in strong sulphuric acid, specific gravity 1.842, and afterward in water containing a small amount of ammonia. By Gaine's process unsized paper is plunged into sulphuric acid diluted with one-half to one-fourth of its bulk, with water at a temperature of 60° F. The paper is afterward washed in weak ammonia.

Gold and Silver Leaf.

(687.) "What is the best method for applying gold and silver leaf to highly finished label-paper, and which is the easiest and best way to remove the leaf after the work is dry? Also kindly inform me who makes the best size, also leaf for this purpose." *Answer.*— Run the size first, but do not run off too many sheets, because they will be dry before the gold can be laid on. Lay on the leaf with a pad made of thin pieces of wood a little larger than the printed form. Cover the wood with a piece of Canton flannel, then glue a knob on top for a handle. Gold should be cut to strips best suited to the form by drawing a gold-knife (a form of spatula) across the leaf, either while in the book or on a calfskin cushion. Moisten the pad slightly with olive-oil, pick up the strips in succession on the pad until it holds enough to cover the label form. Lay on the sized impressions and run in on the press again; but first lay a piece of waxed or oiled paper over the label for the type to strike on. The impression through the waxed paper will fix the metal leaf firmly to the size. Spread them out to dry, after which you can rub off the surplus with cotton. For gold-stamping on glazed label-stock, use Fuchs & Lang Manufacturing Company's gold size, and for silver, use their silver size. The difference is in their color, one being yellow and the other white. The gold or silver can be had direct from the beaters —A. H. Williams, 158 Fifth avenue, Chicago, or Herman Behlen & Brothers, 5 North William street, New York city. The latter firm carries a more complete line of all metal leaf.

PRESSROOM



The assistance of pressmen is desired in the solution of the problems of the pressroom in an endeavor to reduce the various processes to an exact science.

Dried Inks.

(720.) "I recently took charge of a small newspaper and job plant and found that most all of the colored inks were too hard to use. There are about a dozen half-pound cans which I would like to save if there is any way to make the ink usable." *Answer.*— It would not pay to install an ink grinder for the purpose of saving these inks, so we would advise you to throw away the dried ink and order new stock. By keeping the surface of the ink in the can covered with boiled oil or reducing varnish, it will not form a skin so readily.

Tint Body.

(717.) A pressman suggests the following mixture for a transparent-tint body: "Six parts of light linseed-oil varnish, one part white wax dissolved in benzin. Tint this compound to the desired depth with analin. Add drier to suit the stock to be used." At the present time the various inkmakers are offering suitable compounds for tintmaking. The purchase of such mediums removes any element of chance in the production of tintwork, as the compounds can be relied upon to give good results. We would like to see specimens of work produced by the formula described above.

Inks and Rollers for Collotype.

(721.) "Will you please inform me where I can procure inks and rollers suitable for collotype printing and what would be the cost?" *Answer.*— Collotype inks of various colors may be had from dealers in litho inks and supplies, at a cost of about $2.50 per pound. An eight-inch composition roller, complete with frame, core and handle, will cost about $2.50. The roller should be about as hard as those used by photoengravers, as the collotype ink is very stiff and requires much working up. A six-inch leather-covered roller may be had from a dealer in litho supplies for about $3.50. This roller is not an essential, however.

Slur Caused by Intermediate Gear.

(718.) The following letter from a pressman brings to light another unusual cause for slurring on a form. "Some time ago I asked your advice regarding a slur on a form of half-tones printed on a pony press. I followed your suggestion by lowering the cylinder a trifle, which helped to some extent, but did not entirely remedy the trouble. Afterward I raised the intermediate gear, which fixed the trouble permanently. The booklet enclosed was printed after the adjustment was made." The booklet, printed on enamel stock, shows clear sharp printing in the type and cuts. The page edges next to the margins do not reveal the slightest slur or drag. The impression in the shadows and on the vignette edges is all that can be desired. The firm contact of the cylinder bearers on the bed bearers and a close but not a tight mesh of the cylinder gear with the intermediate gear should cause the form and printing surface of cylinder to travel in unison. To those unacquainted with the position the intermediate gear should occupy, let it be understood that when the cylinder is down firm on the bed bearers, this gear, which is adjustable, should not bind tightly with the cylinder gear, but should have some play. To determine this the press may be stopped on the impression and the screw and washer of this gear may be removed; the gear should move out and in without binding.

Hard Summer Rollers.

(716.) "We have two form-rollers for an old Cincinnati cylinder news press that were made last September. When cold weather came they were laid away and winter rollers were used. Now, I want to use these rollers in hot weather, but they are too hard. As they have a fine surface and in every other way appear all right I would like to know how to soften them sufficiently to make use of them. A reply will be appreciated by the man in trouble." *Answer.*— If the rollers remain hard during hot weather it is quite possible that they are now useless, as they have lost an essential property, that of springiness or resiliency. This condition probably came about by putting away the rollers with their surfaces unprotected by oil or ink. The rollers remaining this way in a dry room soon loose their suction and in a short time become lifeless. This state is permanent, so you will require new rollers.

Offset Press for Illustrations.

(724.) A unique catalogue from Hill's Print Shop, New York city, shows the combined use of the offset and the typographic press in the production of an illustrated catalogue. This book is about 6 by 9 inches, printed in a high grade of antique stock. The sixty-four pages of letterpress and illustrations are done in a creditable manner. The illustrations, which are mainly vignette half-tones, 150-line screen, are executed on the offset press. These half-tones depict mechanical devices, showing the various details in an excellent manner. This innovation will doubtless find a wide field in publication work, as inserts of coated stock will not be required where an antique or laid book stock is used for the type-pages. Fine-screen half-tone illustrations may now be used to advantage on unfinished surfaced stock where, previous to the advent of the offset machine, line cuts were used wholly, or inserts printed upon coated or machine-finished stock.

Japan in Inks.

(723.) "A Pressman" writes: "In commenting on the printing of heavy antique cover-stock in THE INLAND PRINTER recently, the article states to 'use boiled oil to thin the ink, if required, and, if the run is short, add as much Japan drier as the ink will stand.' Does not the drier have the opposite effect on the ink, and render it tacky, as it was before being thinned with boiled oil?" *Answer.*— The drier, to some extent, will induce tackiness in inks; the effect is more noticeable where coated stocks are used. The cause of tackiness in heavy-bodied inks is not due to the drier used, but rather to the strong grade of varnish used. The stiffest inks are those ground in strong varnish. On a short run it is quite likely the press will be run at a reasonably slow rate of speed, hence the advice about using as much drier as the ink will stand. However, the judgment of the pressman should prevail. We might have added that the addition of spirits of turpentine would accelerate its drying and at the same time prevent

the plucking of the fiber off the stock. Turpentine absorbs oxygen freely, and has the property of imparting the oxygen it has absorbed to materials it comes into contact with. It is valuable in connection with the use of printing-inks that are slow driers in themselves.

Photogravure Post-cards.

(715.) Submits a post-card produced by photogravure process in a dark sepia ink, and asks: "Can you inform me by what process this card is printed? Also, where can I receive instruction in work of this character?" *Answer.* — The card is illustrated by the photogravure process. A treatise on "Photogravure," by Herbert Deniston, may be obtained from The Inland Printer Company for $2.25, postpaid. A series of articles on this process appeared in THE INLAND PRINTER, entitled "Photogravure for Beginners," by Dawson. The first article appeared in the April, 1908, number and continued until November of the same year. A second series by Dawson, entitled "Photogravure for Advanced Students," began in December, 1908, and continued until September, 1909. These articles are illustrated by diagrams, and give comprehensive directions for the guidance of students in this interesting work.

Purple Ink on Golden-rod Cover.

(722.) "Can you assist a printer who has been trying to get a purple ink by mixing and who, thus far, has succeeded in getting only drabs and browns? The enclosed sample of golden-rod cover is to be printed on; the aforesaid printer finds purple a hard color to produce on any kind of stock." *Answer.*— Suggest to the printer to give up experimenting in trying to produce purple by mixing two or more inks, as such a color will hardly be recognized as a purple, when printed on the color of stock mentioned. The printer should turn to his sample-book of inks and select a suitable purple or violet, some neutral body and mixing white for tinting with. Having secured these he is prepared to produce almost any tint or purple hue desired. If the printer requires the purple at once and has on hand some rose lake and ultramarine blue, he can secure a very fair purple by combining these two colors. Take a small quantity of the ultramarine and place it upon a piece of the stock to be printed, add and mix gradually a small quantity of the rose lake; the desired contrast may be ascertained in this manner.

Belts Slipping.

J. E. Tucker, Tucker Feeder Company, 1 Madison avenue, New York, writes:

"There is a condition prevailing in many pressrooms throughout the country which might be of interest to a great many of your readers. I am sure it should, and if you think so you may use this letter; if not, you may consign it to the waste-basket and no harm done.

"I have had occasion to visit a good many pressrooms, and I am surprised to see so much time and power wasted by belts of presses and shafting being upside down; or, in other words, placed on with wrong side to pulleys. I notice in a good many instances the main belt to the motor or engine is even placed on in this manner. And, strange to say, there is a prevailing idea with a good many pressmen that a belt should be placed on with the *rough* side to the pulleys; and some of the otherwise best regulated pressrooms in the country are rigged in that manner.

"The smoother the surface of the pulleys and of the belt surface in contact with them the better the adhesion and the more driving power. Even a laced belt loses a third against one which is spliced and glued.

"Many men — and good mechanics too — think that a belt with the rough side to the pulley is less liable to slip, but the reverse is true; and more than that, a belt should run in a certain direction relative to the grain of the leather, to obtain its full efficiency; and the best belting is prepared with a highly polished face and marked the direction it should run.

"A horizontal belt placed with rough side to pulleys loses about fifteen per cent of its speed, while a perpendicular one in like manner loses about twenty-five per cent."

Vignette Half-tone Cuts.

(719.) Submits a circular printed on enamel stock, having sixteen small vignette half-tone cuts and an impression of the form previous to the make-ready. These cuts on the first impression pulled printed stronger than the type adjacent thereto. The edges of all the cuts are harsh and exhibit marks of hand-tooling. The middle parts of some of the cuts print dimly, which fact suggests that they should have been remounted before printing, as the edges are high. The finished proof on enamel paper looks very well, for the area of each has been reduced materially. The printer's inquiry in part is as follows: "The enclosed circular and press proof, before it was made ready, shows the trouble we had in handling this form. We tried every way to cut away the edges of the small cuts, but we could not shade them off, so we had to use a frisket to eliminate the raw edges. These cuts were sent to us for circulars after they had been used on a fifty-thousand run in a booklet form. Please advise us if they are not worn down in the center, and if so, what can be done to them to do away with the trouble we are having." *Answer.*— On such a form the cuts should all have been remounted and their height reduced a trifle below type-high. This would obviate much of the make-ready and enable the pressmen to give softer edges with but little cutting out, the make-ready being mainly a matter of "pyramiding" with successive layers of thin paper, and the spotting up with tissue for the low places. The center of the cuts do not show wear; the dimness of the impression at that position indicates a depressed surface. This depression, slight as it is, allows the edges to print much stronger than normal. The mark-out sheet, when ready to spot up, will show a series of circular marks, indicating the dim spots in the cuts that are to receive patches of tissue. These patches in theory level up the printing surface inversely, by making the paper meet the slightly concave surface of the cuts. Because of the small area of the cuts, center interlays (not underlays) are of little value, especially where wood mounts are used, so the work of producing soft edges is carried on by cut overlays and spotting up principally. Where the cuts are originals the problem is not so trying as with an electrotyped form. The tympan in this case, if made of resilient material like soft book or news, should be covered by at least two hard, well-oiled draw-sheets. Work of this character is, however, more economically handled and has a higher artistic finish where the mechanical overlay is used, as compared with the hand-made or spot-up overlay. The selective features of the mechanical overlay allow no room for guessing, the tone values of the cuts are never lost or overdrawn and the unyielding nature of the material permits but little or no yielding in the centers or other parts receiving great pressure. In such cases we always advise the use of mechanical overlays where the class of work demands the highest excellence of product.

PAPER-BOX MAKING

BY CYRILLE DION.

The economics of the paper-box making industry, practical notes and suggestions on paper-box making and answers to inquiries regarding paper-box making, are the purposes of this department. Contributions are requested.

Boxboard Coffins.

Amid the multifarious activities of life we have seen paper boxes put to many uses, and the number of such increases with the passing years. We have paper boxes for clothing, for cereal food, for pies, for cakes, for ornaments, for fruit — lemons among the rest — and we have them in the shape of fans, firecrackers, pistols, even barrels, but it has remained for an ingenious doctor of Carthage, New York, to adapt them to the use of coffins. To the disgust of the casket trust, he has made coffins of boxboard, prepared according to a method of his own devising, which he claims will withstand the action of water and the effects of dampness, can be hermetically sealed, and will preserve the bodies of the dead quite as well as the metallic casket now in ordinary use, and will last much longer than any wooden casket. He is said to have spent a fortune on his experiments, and to have evolved a product far cheaper and lighter than either iron or wood. Should the invention become popular, who knows but the museum curator of a thousand years hence may point his curious visitors to a specimen of "American" mummy in its paper case, alongside its fellows of Egypt's palmy days, with which we are so familiar.

Short-measure Packages.

The city sealer of Cleveland, Ohio, has made charges that the paper ice-cream pails distributed among dealers by several of the large ice-cream manufacturers of that city are from two to five ounces short measure, resulting in a loss to consumers amounting to thousands of dollars. The entire force of employees of the city sealer's office was put to work on the investigation, and an especially hot day in July was chosen for the work, a time when the manufacturers had a greater number of wagons than usual making city deliveries. Some of the manufacturing concerns were using paper pails containing the exact measure. Arrests are expected to follow the investigation. It is a sad commentary on the weakness of human nature in these days that business men can be found who have standing, repute and alleged good character, yet who are willing to use unfair methods in business competition. The manufacturer who uses short-measure packages has a great advantage over his more scrupulous competitor who gives full measure, and he swindles his customer, who, unknowingly, pays for something he does not receive, and the paper-box maker who knowingly produces and sells a package made for short weight or measure is as great a rascal as the man who uses it to defraud. It is well to remember that any one who stoops to such petty thievery will be detected sooner or later. One lie or one fraud discovered will destroy the most elaborate business edifice that rests upon the foundation of confidence, more certainly than a machine-gun will thin out a mob. It is related of George Washington — and the story is not apochryphal — that flour shipped by him and branded "George Washington, Mount Vernon," was passed in West Indian custom-houses without inspection, so great was the public confidence in his personal integrity. If some business men of to-day followed his example, the public would be freed from many of the petty frauds now current, that, while not productive of heavy losses, are yet extremely annoying.

Openings for Paper-box Factories.

One of the most enterprising cities of eastern Ohio is Youngstown, which has doubled its population in the last seven years, and is now booming at a rate that will soon bring it near the one hundred thousand mark. It needs a paper-box factory and a book store, however, to keep its people from going to Cleveland and Pittsburg for such supplies. Our correspondent on the road has looked the ground over, and recommends it to our readers.

Another town that is now growing with a truly surprising rapidity is Erie, Pennsylvania. The prices of real estate there have risen one hundred and twenty-five per cent in the last two years, and available building sites are not easily obtainable. Erie has always been known as a center from which radiated some of the finest quality of work in the printing art that could be found in the State of Pennsylvania, and now that the General Electric Company has bought one thousand acres of land on the outskirts of the city, upon which it will erect $5,000,000 worth of buildings within the next year, having a capacity of six thousand hands, a new boom has set in for Erie. A paper-box factory should do well there, the one already on the ground being well patronized.

Estimate for a Folding-box Business.

"What machinery and appurtenances would be required to do a business of $25,000 a year in the folding-box business?" asks a close reader of this department. That depends on a number of things not mentioned by our reader, but we will disregard the personal equation, which is so great a feature in any business; also, the prospective location of the plant; also the local conditions surrounding it; also the question of freight rates on raw material and on finished product; also the matter of shipping facilities; also the matter of labor, so far as regards the facility for the securing of necessary help; and also the question of available working capital. While seeking to answer an inquiry that is evidently made in good faith, and to answer it in a similar spirit of good faith, we must not fail to call the attention of our reader to the fact that he has asked a question which, without further enlightenment on these important particulars, it can not but be an unsatisfactory task to answer. Our reader must not forget that all the elements we have mentioned enter largely into such a business proposition, and that while one man can make a small plant produce the amount of business indicated under favorable conditions and with good management, another would find it impossible with a much larger plant under adverse conditions and with the most careful and expert management. Let us analyze the proposition offered by our friend. The amount of business he names would mean an average gross business of $2,083.33 per month, or $480.77 per week. When it is considered that a large bulk of boxes means a very small return in cash, it will readily be seen that our friend must make an actual product of about $80 a day. He could not do this with less machinery and less help than we indicate below. He will need one cutting machine, one cutter press, one automatic gluing machine (unless he wants to do his gluing by hand), and he will

need a printing-plant in addition, which may be of greater or less extent as he chooses, to offset the need of having his printing done outside, which is always expensive. This will cost him in the neighborhood of $3,500 or $4,000, exclusive of the printing-plant, and he will need at least twenty hands. Our friend must always bear in mind, however, that the bulk of his business must necessarily be local, and that if he has not such a location as will produce local business, he will be severely handicapped. If he locates in some town where there is a large consumer of folding boxes, such as a cereal manufacturer, or a candy manufacturer, he will have an advantage if he can secure the trade; otherwise, he will be at a disadvantage, on account of the freight charges; while, if he selects the proper location, he will have a decided advantage, and there will not be so much difficulty in bringing his business up to the required standard of $25,000 a year, though, if he seeks small business he will have a hard time to make both ends meet. He must not disregard local conditions, or depend on business coming from a distance, and he must seek large business, for there is no profit in small orders.

Paraffined Paper Drinking-cups.

The growing demand for individual drinking-cups in places patronized by the general public, has induced the Chesapeake Beach Railroad to order paper drinking-cups, which will be installed on the system within a few days. In each car a small nickelplated vender, holding about one hundred paraffin paper cups, will be placed beside the water-cooler. The cups are visible, being stacked upside down in a dustproof glass tube. One cup is released at a time by pulling a small handle.

The officials of the Baltimore & Ohio Railroad are also considering a plan of furnishing individual paper drinking-cups on all trains operated over its entire system, as it now has individual drinking-cups in practically all of its stations, which can be obtained by dropping a coin in a slot machine. The road claims that the people seem to like the innovation, judging from the patronage, and it is possible that the officials will decide to extend the service to the trains. If this is done there will be no charge, however, for the cups furnished on the trains.

The Western Maryland Railroad has also under consideration the placing of paper drinking-cups on all trains operated over its system. Other roads running out of Baltimore are also taking up the matter, realizing that it is imperative for the health of the traveling public that this sanitary precaution be taken. These cups are made from a lightweight paper-board, which has been treated so that they will hold water for a limited time. They will find a ready use in theaters and on excursion boats, and the making of them bids fair to grow into a large and well-distributed industry.

Impervious Dressing for Boxboard.

Many attempts have been made to produce a dressing that will render paper and boxboard impervious and resistant to water, grease and other fluids at the same time making it extraordinarily tough and strong. Few of these treatments have been more than partially successful, but Alexander W. Harrington, of Brooklyn, New York, has been granted a patent recently on a composition that he claims to be simple, practical and economical and to meet entirely all requirements. The ingredients used are as follows: Waxy material, preferably white leaf wax, 200 pounds; oil, preferably Russian oil, 1 gallon; cloves, 1 pound; glue, 60 pounds; formaldehyde, 1 ounce; glycerin, 1 ounce; amylaceous material, preferably cassava, 40 pounds, and may be changed in amount according to circumstances. The composition is prepared as follows: About six parts of water are added to the cassava, and the mixture boiled. After boiling, the mass is cooled and the glue is then added and the mass then raised to a temperature of about 180° F. To the mass is then added the white leaf wax, the Russian oil and the cloves. The Russian oil referred to is a refined petroleum product, having a specific gravity of about .823. The cloves are incorporated in the mixture by placing the same in a bag and allowing it to remain in the composition until the latter is cooled. The mass is then cooled and the formaldehyde and glycerin are added. During preparation, the ingredients are carefully mixed to produce a uniform product.

The composition may be applied to the paper in any desired manner. Its nature is such that it may be applied to paper at any stage of manufacture, so that the paper may be treated while on the paper-making machine by leading it through the composition, or otherwise applying it thereto at a point between the press rolls and the delivery end of the machine. If desired, it may be mixed with the pulp before the formation into paper or sprayed on the paper while it is on the wire. This appears to be a valuable improvement for the trade.

Notes.

THE board mill in the island of Corfu has recently installed new machinery, which has doubled its output.

AN excellent quality of boxboard is made from papyrus, a reed found in the lakes of central Africa and on the river Nile.

EXPERIMENTS made in Algeria have demonstrated the availability of the fibrous covering of cocoanuts for the making of paper and boxboard.

MOST of the novelty companies in Middletown, Ohio, are running full time on paper oyster-pails for fall delivery, the demand for these goods being very brisk.

A BRITISH patent has been granted to Hans Günther Reinstein, of Hanover, Germany, for an invention having for its object the manufacture of furniture from pasteboard.

IT is reported that there is a great increase in the demand for paper boxes and cardboard in the Philippines. Much of the supply in the islands comes from England and Holland.

THE Boston market for boxboards and fiber paper is dull just now, as is usual in summer, and prices are somewhat lower than normal, but with the beginning of autumn a brisk demand is expected.

THE Alton Boxboard & Paper Company, of Alton, Illinois, has almost completed its new plant, at a cost of nearly $300,000, and will soon be in active work. The company recently increased its capital to $500,000 and will begin its new work under the most favorable auspices.

A SMALL but well-equipped boxboard mill in the East is offered for sale, because of the pressure of other interests held by the present owner, which make too great demands upon his time to permit his giving it proper attention. It would appear to be a good opening for an energetic man.

THE American Corrugating Company has been incorporated at Grand Rapids, Michigan, with $225,000 capital stock, to take over the corrugated paper and packing-box division of the American Paper Company. The incorporators are William H. Gilbert, W. A. Jack, S. A. Morman, John W. Goodspeed and Theron H. Goodspeed.

THE Louis F. Payn Boxboard Mills, of Chatham, New York, which have been named after the celebrated ex-com-

missioner of insurance of the State of New York, has been recently incorporated to manufacture and deal in paper and pasteboard and their products, with a capital stock of $100,000, and bids fair to do a handsome business.

SOUTHERN New Jersey is not to be outdone in the line of the paper-box industry. A company has recently been formed at Bridgeton, with a capital stock of $25,000, all contributed by local capitalists, which is called the Bridgeton Paper Box Company, and will engage in the manufacture of paper boxes, paper bags, shipping packages and the like.

THE sixth annual convention of the Pennsylvania Paper Box Manufacturers' Association was held at Eagles' Mountain Home, Mount Penn, near Reading, on July 20 and 21. Representatives of the leading paper-box manufacturing firms in the State were in attendance to the number of sixty, representing an invested capital of $64,000,000.

IN Germany, the paper and board mill workers are entitled to holidays as follows: Manager, four to five weeks; agents, three to four weeks; clerks (after ten years' service), three weeks; clerks (after five years' service), one week; workmen (after ten years' service), one week; workmen (after five years' service), one-half week. Workmen with less than five years' service get no holiday at all.

THE Capac (Mich.) Paper Company is turning out thirty tons per day of boxboard, container board and sanitary peatboard. The extensive plant employs three double boilers, developing 750-horse-power, an engine of 300-horse-power and an air machine of 125-horse-power. The latter is used for drawing water from six wells, each 200 feet deep. The company's reservoir has a capacity of 1,500,000 gallons, and the two water-softening tanks hold 20,000 gallons and 30,000 gallons respectively.

THE nine per cent increase in freight rates on strawboard in the territory between Cincinnati and Duluth will scarcely be welcomed by paper-box makers affected by it. There are those who think our Uncle Samuel's paternal interference in railroad matters has gone a bit too far, but, though there has been some disturbing effect of late, it is not to be doubted that things will settle down after awhile. Muddy water will clear itself if let alone, and it is not so much what is done, as the uncertainty of the doing, that affects us seriously.

THE San Francisco (Cal.) paper-box makers are reported to be unusually busy at this season, and are working to full capacity. The cherry crop was large and created a heavy demand for cartons, much of the pack having been thus prepared for shipment to the East. The factories are all busy and there is a probability that much additional machinery will be installed. Dress and suit boxes have been in great demand, also, and a large business is now being worked up in the way of fancy boxes, most of which, heretofore, have been brought out from the East.

WE have received through the courtesy of Mr. Frank Nossel, 38 Park Row, New York, some very handsome specimens of folding boxes, made on a Victoria platen printing-press, from the shop of Rockstroh & Schneider, of Heidenau, Germany, who are represented in this country by Mr. Nossel. These boxes are made by the use of special dies, male and female, and were printed, embossed and cut by one operation, a decidedly practical and economical method. Some of the samples submitted were made on a form made up of knives and score lines. This form is made up without the use of wood or lead fillings, and can be easily handled by any pressman of ordinary skill. It can be changed to suit any shape of box desired, and, as the blank-filling space may be used for electros, the box can be cut, scored and printed by one operation.

IN the Chicago market July has seen boxboard demoralized. The supply exceeded the demand, and many of the mills had contracted ahead at ruinously low prices. The dealers were indifferent about selling at any price, believing that many of the mills were selling direct at wholesale prices. United Boxboard is said to be seeking a method of advancing the value of its product, and wants to adopt the use of patent machinery under lease or royalty, a plan that is employed by some corporations as a means of regulating competition and driving wholesalers and dealers from the board market.

THE Hinde & Dauch Paper Company, of Canada, Limited, which is part of the great Hinde & Dauch Company, of Sandusky, Ohio, has lately issued a booklet of forty-eight pages, entitled "How to Pack It," which gives illustrations and descriptions of many paper-box specialties manufactured by the company. Among them are cereal boxes, waterproof shoe boxes, lamp-chimney boxes, liquor boxes, lantern-globe boxes, corrugated fiber shipping cases, specially adapted to various fragile articles, wrappers and cartons, mailing envelopes, book-covers, picture-frame protectors, etc. It is printed in colors, on enameled paper, with a handsomely designed cover, and is an unusually fine specimen of the printing art.

THE beautiful city of Monroe, Michigan, which is the home of the largest paper-box factory in America, that of the Boehme & Rausch Company, will soon have another large factory of paper boxes. The River Raisin Paper Company has been incorporated in Michigan, with a capital of $100,000, and the construction of a plant at Monroe will soon be begun. It is expected to be in operation by February, 1911, and will employ one hundred and twenty-five hands, the principal product being folding boxboard and shipping cases. This line of manufacture is the leading industry in Monroe, and much of the capital in the new company is from local sources. The officers are D. C. Jenkins, president; G. H. Wood, vice-president and treasurer; A. W. Stitt, secretary. Among the directors are Frank P. Walter, of Monroe, and J. Frank Gray, of Chicago. G. H. Wood was formerly superintendent of the Boehme & Rausch Company's plant.

A "PAPER-BOX TRADE BOARD" is being organized by workers in paper-box factories in England, under the auspices of the labor department of the board of trade. Home workers are to be represented as well as factory workers. It will be the duty of this trade board "to fix the lowest rate of wages which an employer shall be allowed to pay in the trade of making boxes or parts thereof, made wholly or partially of paper, cardboard, chip or similar material." There is to be one board for the whole of England, Wales and Scotland, with thirty-five members, of whom three, including the chairman and vice-chairman, are appointed members representing the board of trade. Employers and workmen are each to have sixteen representatives, and the term of office is to be three years. Representatives of the employers are to be elected, and for this purpose eight electoral districts are defined in the regulations. A different method has been decided on for the work-people's representatives. They are to be chosen by the board of trade after considering names supplied by workers in the trade, due regard being paid to the proper representation of home workers. This movement is being opposed by the Box-makers' Branch of the National Amalgamated Society of Printers, Warehousemen and Cutters of London, which wishes to form a local union.

COST AND METHOD

Cost Congress to Meet Next October.

At a meeting of a committee of the Cost Commission, it was decided to heed the general demand for another international cost congress, and the early part of October was named as the time of meeting. The place has not as yet been decided on, as there are several tentative bidders, with Milwaukee and Chicago at the front offering positive inducements.

The committee discussed the question of program, and some progress was made in selecting subjects and speakers.

The meeting was attended by Chairman Morgan, of Chicago; Mr. Ellick, of Omaha, and Mr. Meyer, of Milwaukee. Mr. Morgan told his colleagues that there was no abatement of interest in the work of the commission, and with considerable pride referred to communications received from foreign countries. These included a letter from A. R. Dobson, president of the American Book & Printing Company, of Mexico City; a request for the proceedings of the first congress, together with $1 and some words of cheer, from A. E. Ogg, superintendent of the Methodist Publishing House, Madras, India. But the "foreign business" that pleased Mr. Morgan most was a letter from R. A. Austen Leyl, director of Spottiswoode & Co., of London, England, who said it gave him much pleasure to send a donation of £2, in recognition of the good work done by the commission "in behalf of the whole printing business."

Chicago-Milwaukee Midsummer Frolic.

The fourth annual outing of the Franklin Club of Milwaukee took place at Waukesha Beach, on Saturday, July 9, and was one of the most pleasurable and representative gatherings of the kind ever held in Wisconsin.

The club extended an invitation to the Ben Franklin Club of Chicago, and the delegation of twenty-one from that city reached Milwaukee about noon and were met by a number of Milwaukeeans, headed by President Fowle, of the local club.

After luncheon at the Milwaukee Athletic Club the diners and one hundred and forty others trolleyed to Waukesha Beach. More refreshments being tucked away, the party embarked on a steam launch and the afternoon was pleasantly spent on the lake, making various stops at hotels and summer-resorts along the beach. At the Lakeside landing a group picture of the entire party was taken.



MILWAUKEE BEN FRANKLIN CLUB AND THEIR CHICAGO GUESTS.
Photographed by Harmon Seymour.

Returning to Waukesha Beach, an elaborate banquet was given in the dining-room of the Beach hotel. President Fowle, of the Franklin Club of Wisconsin, acted as toastmaster, and introduced Mr. W. J. Hartman, president of the Chicago Franklin Club, as the first speaker.

Mr. Hartman, after complimenting the club on the success and progress attained during the past four or five years, proceeded to give one of his well-known heart-to-heart talks on the benefits derived from organization. The speaker was at his best, and talked fluently for at least three-quarters of an hour, holding the attention of his auditors, who gave him round after round of applause at the conclusion of his remarks.

S. Wetzel, of the Wetzel Brothers Printing Company, followed Mr. Hartman in a short address, dwelling on the subject of price-cutting, and advising all the printers to abandon the "knife" and stick for a profit in the future.

Mr. Morgan, of the Ben Franklin Club of Chicago, was "there with the goods" on the cost system and on the progress of the Cost Commission's work. He cited instances where the blanks of the standardized cost system were asked for from the uttermost ends of the earth, including Australia, England and India.

Mr. Bernard Cannon, of the Cannon Printing Company, Milwaukee, urged coöperation and the maintenance of profitable prices in Milwaukee, while Mr. Turner, of the Graphic Arts Insurance Company, of Philadelphia, advocated mutual insurance as the most effective means of reducing rates for printers.



MILWAUKEE FRANKLIN CLUB AT WAUKESHA BEACH.
Photographed by Harmon Seymour.

As the Chicagoans had arranged to stay over all night, there was much entertaining of them in groups by congenial coteries of hosts. Sunday afternoon saw the last of the visitors en route for the Windy City, all acclaiming Milwaukee printers as being princes among entertainers.

Texas Printers Meet.

The Employing Commercial Printers of Texas will hold their fifth annual convention at Galveston, on August 5 and 6. It is expected that two hundred will attend the meeting, the purpose of which is probably well expressed in the motto which the organization flies on its letter-head — "Don't throw rocks at the other fellow's hook."

From the standpoint of quantity, quality and eminence of the speakers, the "feast of reason" measures up to the standard set by national organizations. In addition to the addresses of welcome and replies thereto, this interesting program has been provided: "Our Protest Against the Government Printing Special Return Request Envelopes," Byron S. Adams, Washington; "Fire Insurance," Alfred J. Ferris, Philadelphia; "What of the Future of the Printing Business," E. A. Thompson, Denison; "Salesmanship as Related to the Printing Business," Fred E. Johnson, Dallas; "The Printers' Credit at the Bank," Ennis Cargill, Houston; "Overhead or Fixed Expense," Sam Hargreaves, Dallas; "Hand Composition," J. P. Chambliss, Ennis; "Machine Composition," Mr. Orem, Houston; "Cost Accounting," F. E. Webner, Cincinnati; "The Printer and the Dollar," Franklin W. Heath, Philadelphia; illustrated lecture — "The Printer as a Credit Man," J. L. Fricke, Austin, and J. L. Reeves, Corsicana; "Benefits Accruing from Membership in the State Association of Employing Printers," A. M. Embree, Belton, and A. Hicks, Tyler; "Technical Institutes and Technical Training as Applied to the Printing Business," Hon. Charles Bookwalter, Indianapolis.

President Lee, of the United Typothetæ of America, and President Berry, of the International Printing Pressmen's and Assistants' Union, have promised to attend, and will likely deliver addresses.

These Galveston printers have made arrangements for the convention and will look after the entertainment of visitors: Messrs. George M. Courts, Oscar Knapp, F. W. Erhard, F. F. Hunter, G. L. Stevens, Will Knapp, Oscar Springer, Lawrence Knapp, G. C. Crocker, F. A. Gehring and P. B. Erhard.

Outing and Presentation at Minneapolis.

Under the auspices of the Ben Franklin Club of Minneapolis, employing printers of that city picnicked on Saturday, July 2. There was a congenial gathering and the pleasures usual to such an affair were numerous and on tap all the time, the chief advertised feature of the outing being a ball game. But the most pleasant happening was not mentioned in the program. Among the picnickers was Fred L. Smith, one of the oldest printers in the country and head of the oldest house in Minneapolis — the Harrison & Smith Company. The day was Mr. Smith's sixty-seventh birthday, and his colleagues of Minneapolis anticipated the occasion by preparing to present him a handsome diamond ring.

When the party had assembled to look at the ball game, President Girling, of the club, called the picnickers to order and introduced Mr. Smith to them as the youngest old man and the oldest young man present. As the speechmaking which follows gives a glimpse of the character of man this Minnesota Nestor is, we print the talks in their entirety:

"Ladies and Gentlemen,—A very pleasant duty has been delegated to me, and I want your attention while I undertake to perform it. My good friend, Mr. Smith, an

honored member of the Ben Franklin Club of Minneapolis and its Board of Directors, having reached his majority to-day, we deem it proper that we give him something more substantial than mere words to remind him of the event. He is one of our pioneers, both in point of years and business experience. He is sixty-seven to-day, and has been continuously in business for thirty-nine years, during which time he has frequently come in direct and sharp competi-



F. L. SMITH ANSWERS THE DIAMOND RING.

Present, left to right: James Shaunessy, Graham Paper Company; Alfred Roper, superintendent Tribune Job, and secretary Ben Franklin Club; Thomas H. Girling, superintendent Great Western Printing Company, president Ben Franklin Club; Fred L. Smith, president Harrison & Smith Company; Mrs. F. L. Smith; Mrs. W. O. Hawkins.

tion with probably every member of this organization, many of the contests being in the nature of hard-fought commercial battles, in all of which Fred Smith has always held his own, and generally gotten the job (whether he made any money on it or not), and, notwithstanding all this business rivalry and the many defeats at his hands, we love him still, and it is gratifying beyond my power of expression for us to know that through it all he has retained the esteem of his fellow craftsmen to such an extent that it is my very pleasant privilege to present to him one of the highest tokens of friendship that it is possible for an organization of business men to bestow upon one of their number, and, brilliant though it may be, it can never outshine the ripened friendship of so many years' duration. Brother Smith, I ask you to accept this in the same spirit of love and loyalty that prompted your colleagues to give it, and I voice the sentiments of myself and every member of the Ben Franklin Club of Minneapolis, in the hope that you may have many, many more years in which to enjoy the gift and the esteem of your friends it is designated to bespeak."

This was a complete surprise to Mr. Smith, but he "came back" like the veteran of many surprises, successes and disappointments he is, and said:

"Mr. President, Friends and Fellow Members of the Ben Franklin Club of Minneapolis:

"If there was ever a time when I sincerely wished that I might be endowed with the words and eloquence of a W. J. Bryan or a Frank M. Nye it is certainly now, that I might the more adequately express my heartfelt thanks for this very unexpected, possibly unmerited evidence of your personal and fraternal regard. I do not know what you have thrust upon me, but, coming from the members of the Ben Franklin Club, I know it is something worth while, and, therefore, accept it with a deep sense of gratitude, and the assurance that I shall cherish the gift and the memory of the givers and this occasion, to the end of the journey, as among the happiest experiences that relieve the monotony of the long stretches of waste places along life's pathway. Though longing for the language of an orator with which to voice my love and appreciation, I must content myself with the vocabulary of the printing-office, in which I was educated and can generally make myself understood, and merely say that I sincerely thank you as I have never felt thankful for the biggest job that ever came my way at the close of any of the contests in which we have been engaged. May a kind Providence remember and reward each one of you as you have remembered and rewarded me to-day is my sincerest wish. Again I thank you, and ask God to bless you and your work."

While Mr. Smith was replying, W. R. Venables took the snapshot which we reproduce.



"AND HE WAS TOLD TO FOLLOW COPY!"

CARTOON BY GEO. M. BUENGER.

PRINTER WHO HELPED MAKE PRESIDENT IS DEAD.

Jacob Covert, who, as a member of "Big Six" Typographical Union, of New York, was credited with having been the deciding factor in the nomination of Benjamin Harrison for President, died recently at Washington, D. C., having for several years past been a member of Columbia Typographical Union. Mr. Covert was a veteran of the Civil War, at one time was a member of the Indiana State Legislature, and later became a candidate for the United States Senate. His funeral services were held under the auspices of Phil Sheridan Post, Grand Army of the Republic, of which organization he was a member.

YOU may talk to one man; your advertising talks to the world.— *Mahin.*

Written for THE INLAND PRINTER.

FROM THE WESTERN SLOPE.

BY OUR OWN CORRESPONDENT.

JUNE showed a slight falling off for those who follow the fortunes of the printing craft. Usually the summer is dull, in San Francisco especially, for the vacation period is near. The closing of courts and the general interruption of business is felt by the men who sell printing, as well as by those who supply the needed things to keep presses humming. Strange to relate, the unlamented "glove contest" affected trade. Many thousands of dollars were expended in the metropolis before Governor Gillett issued his ultimatum, and both poster and job printers felt the executive hand. However, there was general rejoicing among the right-thinking people of all classes at the prohibition, and, after all, it is far better to lose a few dollars than that which money can not buy. Employing printers have been busily engaged in aiding the committee in charge of the Panama-Pacific Exposition, and it looks as though it will not be long until all the needed money is secured.



A PRINTER'S HOME.
Residence of Fred M. Staples, journeyman printer, Oak street, Greenwood, Massachusetts.

Notes from Here and There.

THE Reedley (Cal.) *Ledger* has been purchased by O. D. Lyons.

J. M. BROWN is the new foreman of the Murdock Press, San Francisco.

THERE is a dispute between the Typographical Union and the newspaper publishers of San Francisco over what constitutes insanitary composing-rooms. It looks as though the reported arbitration proceedings will be invoked.

A STANDARD Monotype has been sold to the *Douglas Leader*, of Roseburg, Oregon.

A FORTY-SIX-PAGE "Centennial" edition was recently issued by the San Bernardino (Cal.) *Sun*.

THE San Francisco Commercial High School's semi-annual official book was issued during June.

E. L. MACKAY & CO., of San Francisco, have added a No. 5 Linotype to a completely equipped job plant.

H. M. ALEXANDER, job-office proprietor of San Francisco, is convalescent from an attack of blood-poisoning.

THE Daily Telegram Company, of Long Beach, Cal., purchased a No. 5 Linotype during the month of June.

THE bill-posting war still keeps its participants busy. J. Charles Green has sued a rival, who covered his posters.

FRED P. ROCHE has severed his connection with the Colusa (Cal.) *Sun*, on account of his father's death, and is now in the hardware and plumbing business.

ABE RUEF, San Francisco's ex-boss, filed his twelve-thousand-page transcript on June 27. Twenty-four volumes, standing about four feet high, were required to hold the twelve thousand pages. It is said that over $5,000 was paid for labor alone in this one effort of Mr. Ruef's to keep out of the penitentiary.

TAL POWERS has left the Lodi (Cal.) *Sentinel* to take the job-office foremanship of the Oroville (Cal.) *Register*.

P. W. PRAY has abandoned the printing business in San Francisco, as the result of a successful venture as a farmer.

JOHN SHEEHAN, of the Sacramento (Cal.) *Sunday News*, is recovering from a very severe attack of typhoid fever.

JUNIOR typesetting machines have been sold to the Antioch (Cal.) *Enterprise* and the Maricopa (Cal.) *Oil News*.

R. F. WATT, of Exeter, Cal., has acquired a half-interest in the Maricopa (Cal.) *Oil News*, from Col. W. F. Train.

WILLIAM R. LOWERY was awarded the collegian gold medal for work on the paper of St. Mary's College, Oakland, Cal.

WALTER T. LYON, proprietor of the San Francisco *Richmond Banner*, aspires to a seat in the next California Legislature.

THE women of the Catholic Church of Weaverville, Cal., published a daily paper during a fair held in the middle of June.

W. A. McKAY has disposed of his half-interest in the firm of Baldwin & McKay, job printers, of San Francisco. He served during the Boer War,

and this enabled him to secure a land grant of 320 acres at Saskatchewan, under the Canadian government.

An attractive booklet has been published by the Fresno (Cal.) *Republican,* to show people the paper's growth and stability.

James McCune, who has charge of the Colusa (Cal.) *Sun's* composing-room, has more than a local reputation as a fisherman.

Louis A. Robertson, one of San Francisco's most gifted writers, especially of poetry, died on June 21, aged fifty-four years.

R. H. W. Maloney, of South Berkeley, Cal., has increased the size of his weekly paper, the *Eagle,* to a sheet 8 by 12 inches.

California's resources are shown in an illustrated book, accompanied by fine map, issued by the California Development Company.

Carroll Crawford, for years a member of the San Francisco *Chronicle* proofroom staff, has resigned to enter the optical business.

Robert Magill, city editor of the Sacramento (Cal.) *Bee,* is receiving the congratulations of his friends upon becoming a "grandpa."

S. D. Merk has purchased the Burlingame (Cal.) *Advance* from F. W. Atkinson. Mr. Merk formerly issued the San Mateo (Cal.) *Leader.*

John G. Miller, editor of the Red Bluff (Cal.) *Daily and Weekly News,* married Miss Alice Harris, of Peru, Ind., during a recent Eastern trip.

Miss Adair Walden, daughter of John E. Walden, editor and proprietor of the Napa (Cal.) *Journal,* has announced her engagement to Winfield Lee Howard.

Robert Nisbett, a California printer, has a partner in William P. Crowley in patenting an invention to make train robberies practically impossible.

The Stockton (Cal.) Commercial Club has decided to mail prospective settlers of San Joaquin County a three-months' free subscription to the daily papers.

The Southern California Editorial Association has elected, as president, C. E. Jones, of the Lancaster *Ledger,* and as secretary, Edgar Johnson, of the Riverside *Enterprise.*

Thomas J. Curtin, of the San Francisco job-printing firm of Buckley & Curtin, was selected outside guardian by the Native Sons of the Golden West, at the June convention.

Henry F. Gorham, a commercial artist, of San Francisco, won the $150 prize awarded for the best Admission Day festival poster, donated by the Native Sons of the Golden West.

John Finlay, an old newspaper man of the West, died in Alameda, Cal., on June 24. He represented the Associated Press for years, and also served on the staff of the *Evening Post.*

H. S. Weaver, at one time with the H. S. Crocker Company and the Stanley-Taylor Company, of San Francisco, is reported as prospering in Milwaukee, where he still follows his first love.

H. B. Selby, a member of the firm of the Union Printing & Binding Company, of Bellingham, Wash., met with an accident on June 20, whereby he lost one of his forefingers to the first joint.

The official publication of the Chi Omega Sorority is to be printed in California, instead of Washington, as a result of the election to the editorship of Mrs. Mary Wright Bain, of Berkeley, Cal.

Miss Amy Sibyl Baker has sold the Oakdale (Cal.) *Graphic* to H. C. White and H. E. Cowie. Mr. White was a realty dealer of Porterville, Cal., and Mr. Cowie was foreman of the *Daily Recorder.*

The East was called upon to furnish the city of Oakland, Cal., with steel-engraved bonds. An issue of $1,760,000 was authorized, but no printing establishment in the West can do that class of work.

Blake, Moffitt & Towne, leading paper dealers of San Francisco, have decided to build a five-story structure on a lot owned by the University of California, on First street, near the firm's ante-fire location.

The Union Pacific Railroad issued a handsome folder in connection with the Portland (Ore.) rose festival, of June 6 to 11. Not only was the carnival well described, but the illustrations were printed in colors.

Robert French, late of San Francisco, has bought the interest of L. G. McDowell in the *Plaindealer,* of Alturas, Modoc County, Cal. William Thompson, who established the paper sixteen years ago, retains his interest.

Max Richter, a University of California graduate, has completed a book dealing with the plants and trees favored by bees in the pursuit of honey, which book is to be issued as a bulletin by the Federal Department of Agriculture.

Lawrence F. Daley, a newspaper man well known in the Southwest and in Massachusetts, died in Los Angeles, Cal., on July 2. He was only ill one week from heart disease, and had resided in southern California four years. The deceased was twenty-seven years of age.

San Francisco Typographical Union has set aside $600 to enable delegates and visitors to the International Typographical Union, Minneapolis, convention to gain a conception of Western hospitality, preparatory to the desire of the Pacific coast metropolis to have the next year's convention.

The University of California has issued a second volume in connection with the earthquake of 1906. It is called the "Report of the California Earthquake Commission," contains a theoretical discussion of the phenomena, and was compiled by a number of specialists under the direction of Prof. A. C. Lawson.

James H. MacLafferty, manager of the Pacific Coast Paper Company, is a poet whose fame is spreading beyond the confines of California. Paul Elder & Co., the publishers, of San Francisco, have issued two booklets of Mr. MacLafferty's verse. One is called "Light Through the Valley" and the other "My Soul's Cathedrals."

A large multi-process press for printing roll tickets has been installed by Hancock Brothers, of San Francisco. This press is the first of its kind to invade the Western slope, in fact, it is the only one west of Chicago. Work going elsewhere will be kept on the Pacific coast, if the progressive firm of Hancock Brothers has its way.

The Redwood City ((Cal.) Women's Club issued a twenty-four-page Fourth-of-July edition of the *Democrat.* J. V. Swift turned over his newspaper establishment to the ladies. The result was a decided success, and a financial gain for the club. Mrs. F. H. Thorpe was editor-in-chief, and Mrs. C. E. Cumberson, managing editor.

The Pacific Coast Advertising Convention, from June 22 to 25, lacked nothing to make it a success. One of the largest auditoriums in San Francisco was crowded nightly. The daily papers had booths to exhibit their wares, and, as might be expected, they boomed the convention early and late. Visitors had revealed to them the progress in advertising during the last few years. No branch of the art was overlooked. Louis Honig was the head of the hard-working supervisory committee, and he issued a funny four-page paper, called *The Long Felt Want.* The printers and lithographers were well represented. The Schmidt Lithograph Company had a good exhibit, and the Keystone Type Foundry won a magnificent cup for its complete printing plant.

Ever since the first day of January, the San Francisco *Sun* has been promised its awaiting constituents, but June expired without the paper's appearance, and while it is believed to be but the matter of a short time until life will be evident, because of the elaborate mechanical preparations, the art of surmising has been abandoned.

Sutherland F. Sutherland's death in New York, at the age of fifty-seven, removes a pioneer Western journalist. He was city editor of tthe San Francisco *Chronicle* during the early days, then was connected with the Virginia (Nev.) *Chronicle,* and later, with William Bunker, converted the *Daily Stock Report* into a newspaper known as the *Daily Reporter.*

The Colusa (Cal.) *Herald* now occupies its new building. Proprietor Charles D. McComish is naturally proud, as a result. Half of the lower floor is occupied by a theater, and the other half by the printing facilities. Up-stairs are offices. The *Herald* is now a six-column quarto, and published twice a week. Additions have been made to the plant, and individual motors attached to the presses.

Dealers in supplies for the trade were awarded contracts by the State of California during June. Paper will be supplied by Blake, Moffitt & Towne, H. S. Crocker Company and the Zellerbach Paper Company. Bindery supplies will be furnished by the H. S. Crocker Company. The ink contracts were awarded to the E. J. Shattuck Company and George D. Graham. All these firms have headquarters in San Francisco.

The Hicks-Judd Company, of San Francisco, gave a house-warming on Saturday, June 25. President N. A. Judd and Secretary J. W. Husing had the new down-town plant in "apple-pie" order, and greeted friends and well-wishers as they inspected a printing establishment replete with all that makes it one of the finest in the land. Twenty-five thousand square feet are used. The bindery occupies one floor, and the printing department the other floor.

The Joseph M. Anderson Company, of Sacramento, Cal., has filed articles of incorporation. As in the past, under the name of Joseph M. Anderson, a general printing and publishing business will be operated. Besides Mr. Anderson, the directors are: Tom Frankland, Joseph S. Williams, Charles Anderson and J. J. O'Brien. The company is capitalized at $25,000. Mr. Anderson is interested in a copper mine in Shasta County, Cal., and recently visited that section of the State.

On June 9 the members of the California Press Association met in San Francisco, en route for Lake Tahoe, in the Sierra Nevada Mountains. The editors, with their wives and daughters, journeyed up the Sacramento river by daylight, and the residents of the capital city entertained them most hospitably. Arriving at their destination, a paper was issued for several days, called the Tahoe *Searchlight.* M. A. Green, of the Redwood City *Democrat,* was editor, and H. M. Hastings, of the Oakland *Times,* publisher. Friend W. Richardson, who for eight years has been president of the California Press Association, was reëlected to the position by acclamation. Among the other officers chosen were: R. C. Harbison, of the San Bernardino *Sun,* vice-president, and Duncan McPherson, of the Santa Cruz *Sentinel,* treasurer. The members returned on June 16. The American Type Founders Company was thanked for cigars furnished the men and candy for the women. The Zellerbach Paper Company also generously contributed cigars.

THE MAKING OF POSTAL DEFICITS.

The closing of Congress brought an increase in the deficit of the Postoffice Department. Four of the largest mail-trucks were kept busy all day hauling tons of franked mail from the capitol to the city postoffice.

All day an extra force of clerks was on the jump sending out *Congressional Records,* horse and cattle books, maps and other literature to constituents of senators and representatives. But, thanks to the moral wave that has swept the country, no typewriters or other heavy freight were franked out this session.

But the mass of official literature never mounted so high. Extra wagons have been hauling this stuff since the first of the year — tons of it. It is estimated by one of the receiving clerks that were the shipments from January to to-day loaded into one train it would take five engines to haul it.

Every senator and representative with a fight on his hands is working the franking privilege overtime. Two-thirds of the members of Congress have written personal letters to every voter in their districts. One-third have done this no less than three times in the last three months.

Each senator and representative is given from one to four redwood shipping boxes each year, and these are used in shipping out stationery for the campaign. It has been charged that in the past wearing-apparel and other personal effects have gone into these boxes.— *New York World.*

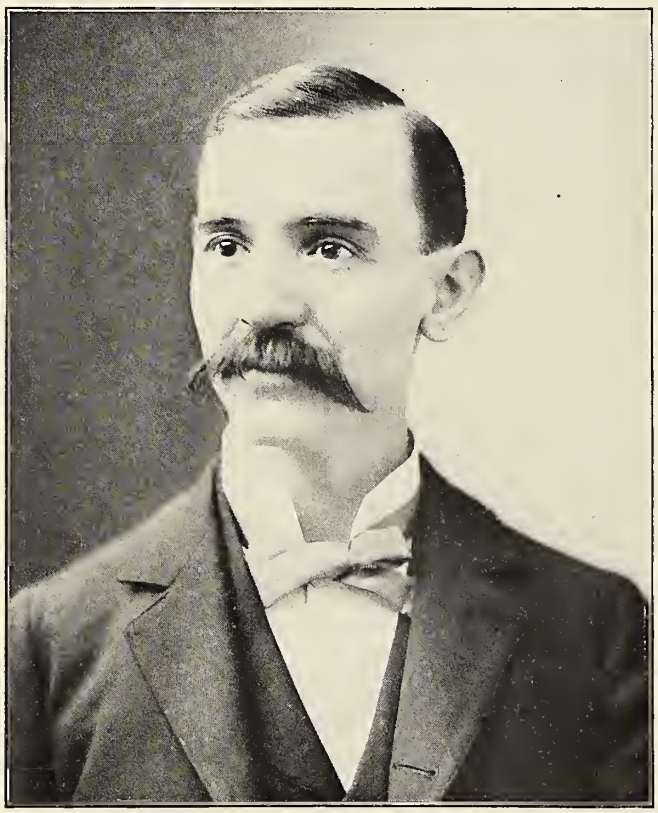
There is always room for the man who can be relied on to deliver the goods when he said he would.— *Warren.*

OBITUARY

C. G. Harris.

In the death of Charles Grant Harris, vice-president of the Harris Automatic Press Company, and inventor of the machines which bear his name, which occurred at his home in Niles, Ohio, Friday afternoon, June 24, the printing and lithographing fraternities have lost a man who has done probably as much for the pressrooms as any one who ever lived.

Mr. Harris was born in Covington, Kentucky, February 5, 1862. He was the youngest son of James and Hannah Carpenter Harris. The Harris family, while living in Covington, were neighbors of the father of the late General Ulysses S. Grant, and Mr. Harris was named for the renowned Civil War general. When Charles was four years old, the Harris family moved to Niles, Ohio, where Mr. Harris lived until his death. As a boy, he learned the jeweler's trade and became a practical watchmaker. Later on, he became engaged in business with his father, who was one of the prominent rolling-mill men of eastern Ohio. It was while working in the rolling-mill, and while passing a small country printing-plant twice daily on his way to and from work, that Mr. Harris conceived the idea of a printing-press which would print faster than the machine he had often seen in the print-shop. In order to perfect his ideas, Mr. Harris at this time gave up his work at the rolling-mill and reëngaged with his brother, Mr. A. F. Harris, in the jewelry business at Niles. In a rear room, partitioned off from this jewelry store, three power tools were installed, Mr. Harris' active brain was set to work, and in a comparatively short time the first Harris press was an accomplished fact.



CHARLES GRANT HARRIS.

From this small beginning, the business was soon moved to a building which was at one time the residence of the McKinley family and the birthplace of the late President — William McKinley. Here the first few Harris presses were built. Under the watchful eye of the inventor, the business grew, until a small factory — the nucleus of the present large works — was built. Mr. Harris was untiring in his work, and from time to time a new machine was brought out. Undoubtedly, his greatest work was the invention and perfection of the Harris offset lithograph press, which one prominent lithographer described as the first improvement in the method of producing lithography that had been given to the lithographic trade in thirty years.

From a manufacturing viewpoint, Mr. Harris' mind has been the guiding factor from the very beginning of the company which bears his name. It was always his object to build a press, not on the theory of numbers at the sacrifice of quality, but, on the other hand, to build each machine just as well as the most modern machinery and expert mechanics would permit. The result has been a wonderfully fast automatic job-printing and lithographing press, built to stand the strain of speed, and at the same time produce the desired quality of printing.

During all of Mr. Harris' active years of work, he never could be prevailed upon to take a vacation. He crowded a century of work and worry into a short life of but forty-eight years.

Upon Mr. A. F. Harris, the brother, who has been associated with him in all of his undertakings, will devolve the necessity of carrying forward the inventor's ideas.

RELATIVE VALUES.

Iron ore as it comes out of the earth is worth about $1 per ton. Melted into pig iron it will bring about $10. Put through the rolling-mill it becomes steel, and is worth $100. Manufactured into pens of standard make it is worth $5,000. It is just a ton of ore any way you use it, but the work done upon it determines its value, and determines it justly.

So it is with the human animal. The crude, untrained laborer who depends upon his physical strength to wield a pick and shovel, is worth $1.50 a day. Give him manual training, and he can operate a machine, erect buildings, and enter a hundred other vocations that make his product worth $4 a day. Develop his initiative, ability, train his mind so that he can create things, strengthen his backbone so that he may direct the labor of others and carry the work to a successful completion, and he is worth most any price that he may place upon his services.

It takes skill and careful handling to bring iron ore up to the standard of steel, but it takes skill and careful handling, plus brains, to turn hundred-dollar steel into ten-thousand-dollar needles; hence it is *brains* that makes the difference in costs and values. Every human animal has a certain amount of brains, and learned physicians tell us that quantity does not count. Post-mortem examinations have shown that the brains of some of the world's great men were under normal weight. It is quality, not quantity, that commands the price.— *The Caxton.*

Written for The Inland Printer.

LETTERPRESS CUT-OUTS.

BY J. A. RICHARDS.

HAVE you noticed the ever-increasing amount of display advertising, made up in the "cut-out" work, that is meeting your eye on every hand, all of it produced by the lithographic process, and by the few large houses who are equipped to turn out such work? The firms that are doing this class of work are running to their full capacity — kept busy by the big advertisers who know good advertising when they see it, and who need only have a good thing suggested to them to buy it.

If you have noticed this new field of work and have had any thoughts about it, they have no doubt been thoughts of admiration and envy of the coin that the producers were pulling down for it, without any idea that some of this same good coin lies entirely within your own easy reach, and that, too, without scarcely any extra expenditure to equip your office for it.

The mere fact that the cut-out work you have seen has all been the production of the lithographic process has kept you from becoming alive to the field, and thereby lost you many precious dollars and, perhaps, some good customers, who have had their heads turned by the attractive suggestions of your big brother competitor, who is awake.

But, since the advent of color-process work, has lithography anything over letterpress work? Even as far back as the Chicago Columbian Exposition, the Committee on Publicity chose the process colorwork in preference to lithographs, in the great advertising campaign. And with the great advancement since that time it has well maintained the standard.

But, in the ordinary printing-office, where a process job is not common, and one and two color plates are the general run of the illustrations, the advantage of the cut-out to give these simple plates an added attractiveness of fully one hundred per cent is so easily to be seen, that you have but to take up your knife and cut out almost any job that you may have in hand and the effect will be shown.

And, again, it is not necessary that you have a plate job in order to make the cut-out practicable, because it is in the very line of making up something that will give to an ordinary, commonplace job that touch of character that makes it appreciated by the customer, and returns that customer to you at the next earliest need of a job, that the cut-out shows its strength. And, in order to convince you of the truth of these statements, I will endeavor to give a few examples of how I have made the cut-out make my printing business grow, and practically eliminated any competition in my home city, to say nothing of my out-of-town business, which is three-fourths of the total.

As I am writing this article for the perusal of the ordinary run of printer (like myself), I will confine the first example to a most simple job, and not elaborate the larger possibilities; this I will do in future articles. And, in order to make it easily understood, I will give it the form of a dialogue:



A PRINTER'S HOME.
Residence of R. B. Thompson, journeyman printer, Salem, Ohio.

Customer — Good morning. I would like to get your prices on one thousand tickets for an entertainment that is to be given at the opera-house.

Printer — What kind of a ticket would you like, something to put out among the folks that are giving the show, to sell?

C.— Yes, something not too expensive, as we do not care to waste any of this charity money on fancy tickets. (One of these fellows, you know, that is looking for something for nothing.)

P.— What is the entertainment to be?

C.— The name of the play is "Ye Village School of Long Ago."

P. (getting his head to work) — So you don't want anything fancy? Why, I was just thinking that a nice ticket in the shape of a little red schoolhouse might be so attractive and characteristic of the play that it would sell twice as quick, and twice as many, don't you think?

C.— Well, now, I had not thought of that; I have given this play all over the United States and have never had any one suggest that kind of a ticket before, but I believe you are right, and that it will make, not only the buyers buy, but also make the sellers more enthusiastic, especially the children. Can you make me a ticket like you mention?



P.— Certainly. It will cost you a little more than the ordinary kind, but will make up in selling power twice over.

C.—All right, you make me up a thousand; and when can I get them?

Now, the first point to notice is, that this customer came in to get your price on a paltry little thousand tickets. But when you handed him out an idea that was new to him, and in itself very simple, this man, who no doubt had given this play all over the United States, and got prices on every thousand lot of tickets he used, forgot his routine and went away enthusiastic, leaving you the job at your own price.

The second point is, that before this entertainment came off, this same customer buys one hundred window-cards of this same red schoolhouse design enlarged, and turns you the big advertising program, for which you pull down $25. A total of $33 worth of work that your competitor never had a chance at. And all because you were awake to the unlimited ideas that can be applied to almost anything that you can conceive of in the cut-out printing, and handed out this little bait in the shape of the red schoolhouse ticket.

The third point is the most important of all, and please let this one soak in: *Two years later you are still making red schoolhouses for this same customer, who is still "giving this play all over the United States."* You send them to him by express, filling in the dates on the stock lots you make up from time to time. Good cash business, paid in advance.

Now, brother printer, what think you of the foregoing illustration of the merits of the cut-out as a business-builder? Doesn't it sound very practical and simple, and it is an actual relation of fact, and the dollars are still rolling in. And most simple of all is the making of the red schoolhouses with the common steel cutting-rule that you buy from any of the supply houses. This job required no platemaking of any kind, just the simple shape of the schoolhouse in profile, with the old chimney on top.

It may not be a schoolhouse that your next customer will want, but if you will simply get your gray matter to work when the customer comes in you will be able to send him away an easy convert to the advantage of the cut-out, as there is nothing that can not be made doubly attractive than the ordinary way, at much better prices, because you have given them something that they are not able to tell (from long experience at buying) what it is worth to produce, and, therefore, you can figure a decent margin of profit, and let one of the chief items be the "brain fag" used.

In my next articles I will take a few more complicated examples and tell some of the details of the work. If any one wishes to write me for samples or ask any specific questions, I will be pleased to answer them as far as I can do so.

EDITOR RAPS GOVERNMENT.

J. M. Axtell, of Sparta, Wisconsin, speaking before the Wisconsin Press Association, in annual convention at Milwaukee last month, declared that Uncle Sam's "benevolence as a printer" was working a grave injustice to the Government's most loyal and useful citizens, and could not be continued unless applied to all other branches of industry. Among other things, Mr. Axtell said:

"There is not another line of business in the country that contributes so much to the maintenance of the Postal Department of this Government as does the printing industry, and yet we are singled out as the only line in which the Government engages in business in competition to private enterprise. Nearly all other lines are protected against unfair competition by the tariff, but the Government furnishes us with the most unfair competition of all by doing the work for nothing, as it advertises. It uses the mails to distribute its advertising matter to every locality to take from us our business and then, when, by the use of the mails in that way, a deficit is created we are asked to make up that deficit by paying more postage. There, ladies and gentlemen, is the argument against this business in comparison with which all other arguments sink into oblivion; it is unjust and it is not right. The department of the Government responsible for this argues that it should continue this practice, because it can furnish these envelopes cheaper than they can be furnished by the local printers, and we concede that that is so; but if that is to be the rule in the printing line, why should it not govern in other lines as well? The Government of the United States is one of the largest if not the largest user of paper in the world, and why does not the Government go into the manufacture of paper for its own use and then sell to the printers of the country the paper they need at cost, and we could then derive some of the benefits of this system, and it would protect us from the unjust charges of the paper trust, which has been built up under the protection of the Government."

TRADE NOTES

Brief mention of men and events associated with the printing and allied industries will be published under this heading. Items for this department should be sent before the tenth day of the month.

Father of Chapel Twenty-eight Years.

Owen Foulkers recently retired from the "fathership" of Messrs. J. Roberts & Sons' Chapel, Salford, England, after a continuous service of twenty-eight years. He was presented, on the occasion, with framed enlarged photographs of himself and wife.

Employee Gets Big Damages.

Charles McMichael obtained $30,000 damages from the Federal Printing Company, New York city, some time ago, for the loss of his right hand and four fingers of his left hand while at work. He claimed that the machine he operated was defective, and, therefore, dangerous. Recently, the Appellate Division of the Supreme Court of Brooklyn affirmed the judgment.

Must Be Practical Printer.

The Oklahoma Legislature has passed a bill making the State Printer's office an elective one and providing that each candidate shall have at least eight years' experience as a journeyman printer. The term "journeyman printer" is defined in the new law as a printer who has served an apprenticeship of four years. The craft's members in Oklahoma are jubilant over the passage of the bill.

Public Printer Lectures on Panama.

Living conditions of American workmen in the canal zone are as good as the best in this country, is the opinion of Samuel B. Donnelly, public printer, who delivered a lecture recently, on the subject of the construction of the Panama Canal, in the Typographical Temple, Washington, D. C. Photographic views of different phases of the work on the canal were thrown upon a screen, the pictures having been taken by Mr. Donnelly during his visit to the canal zone some time ago.

World's Paper Center.

When the machinery purchased by the Bryant Paper Company is installed next fall and placed in operation, says a dispatch from that city, Kalamazoo will become the largest paper-producing center in the world. The claim is made that the new addition to the paper industry there by the Bryant Company will send Holyoke, Massachusetts, to second place, after having held first honors for many years. The new machinery for the Bryant plant will cost over a quarter of a million dollars.

Mayor Gaynor Appoints New Supervisor.

David Ferguson, who has been on the New York *World* staff for many years, was appointed supervisor of the city record of New York city by Mayor Gaynor last month. Patrick J. Tracy, the former supervisor, resigned shortly after the grilling report of the committee which investigated the city's printing contracts. Mr. Ferguson was war correspondent for the *World* during the Spanish-American War, and secured from Admiral Schley the famous interview in which the Admiral sounded the slogan, "Remember the Maine." Mayor Gaynor, in announcing the appointment, said that the selection was made because he believed Mr. Ferguson was eminently fitted to perform the work of the supervisor. The salary is $5,000.

New Lithograph Company Located at Omaha.

Omaha, Nebraska, is the home of a new art lithographing company, with a capital of $100,000. Machinery costing $25,000 is being installed, and first-class workmen from the East have been secured as stone artists, engravers and pressmen. The new concern is called the Hancock-Epstein Company, and is headed by B. L. Hancock, for many years with a leading Milwaukee house, and Edward C. Epstein, an Easterner, who will be the designer and superintendent. Twelve thousand feet of floor-space has been secured in the Burkley building, at Twelfth and Howard streets.

Failure to File Bond Loses Big Job.

Recently bids were asked by the State Printing Commission at Columbus, Ohio, for the printing of ten thousand sets of the new general code for the State. The Methodist Book Concern, of Cincinnati, submitted the lowest bid, which was $3.50 a set. Hugh Jones, representing the W. H. Anderson Company, of Cincinnati, protested against the commission making the award to the Book Concern, on the ground that it had not filed a $20,000 bond for the faithful performance of the work, as required by law. The attorney-general rendered a decision in favor of the protesting company. The Anderson concern being the next lowest bidder, at $3.85 a set, secured the contract.

Printer Physicians.

The constant tendency of compositors to gravitate into the professions has been the cause of much comment. The Typographical Union at Washington gives a striking illustration of this, having on its rolls many professional men. Its committee on the prevention of tuberculosis is composed exclusively of medicos, and the list of practicing physicians eligible to hold office was not exhausted. These printer physicians constitute the committee: Doctors James R. Armstrong (chairman), Samuel L. Battles, Lyman K. Clements, Benjamin H. Swain and Eugene T. Stephenson.

A Handsome Anniversary Number.

Our esteemed contemporary, the *American Printer*, celebrated its twenty-fifth anniversary by issuing a 192-page number, in addition to numerous pages of advertising inserts. The reading-matter is very largely devoted to comparing conditions of to-day with those of a quarter of a century ago, and the typographical arrangement and color-schemes are by Will Bradley, who, it is needless to say, leaves his impress on the work. The copy before us shows those imperfections in presswork which seem to be inseparable from haste, and not the least of the features of this big publication is the fact that it was gotten out on remarkably short notice.

Texas Printers to Meet.

The fifth annual convention of the Employing Commercial Printers of Texas will be held at Galveston, on August 5 and 6. As this organization has made rapid strides since its birth, a splendid meeting is anticipated, over two hundred members being expected to attend the convention. The Galveston Ben Franklin Club will be the host, and among other features of entertainment provided will be a surf party, a fish dinner, a Dutch lunch, and an automobile trip for the ladies. George M. Courts and Oscar

Knapp are on the Entertainment Committee. The business sessions will be held in the Orpheum Theater. The motto adopted by the Texas organization is: "Don't throw rocks at the other fellow's hook."

The Baseball Tournament.

Preparations are being made by printers' athletic associations for the baseball tournament to be held at Washington, D. C., September 12 to 17. The Printers' National Baseball League is composed of clubs from Boston, New York, Philadelphia, Cincinnati, Chicago, Pittsburg, St. Louis, Denver, Indianapolis and Washington, and these clubs will compete for the Herrmann trophy, which last year was won at Chicago by the New Yorkers.

The Athletic Association of Columbia Typographical Union, No. 101, of Washington, is making extensive plans for the entertainment of the visiting printers, and the following Committee of Arrangements for the festivities is hard at work in an effort to outdo all previous baseball tournaments: Bert V. Wolfe, chairman; G. G. Seibold, C. C. Thompson, David McCarty and E. T. Brown. The contests for the championship will be played at the park of the local club of the American League.



AN ALL-PRINTER BASEBALL TEAM.

The Norfolk *Virginian-Pilot* Baseball Team, which has played good ball this season, winning every game played.

Curtiss-Way Company in Big Outing.

The big printing concern at Meriden, Connecticut, the Curtiss-Way Company, is said to be the only firm in the State that foots all the bills for a trip of its employees each year to the seashore. In addition to the almost two hundred employees who are invited to enjoy the hospitality of the company, every married man is requested to bring his wife also.

This year, as usual, Savin Rock was the point of invasion, and on July 16, the big party, engineered by George F. Rogers — who was instructed by General Manager Ardic to make the outing the best ever held — made the trip amidst a round of merrymaking in two large chartered cars, which were handsomely decorated for the occasion. Upon arrival at the shore an elaborate dinner was served, after which many surprises were encountered in the way of entertainment. W. H. Way, who inaugurated the annual outing, greeted the party at his cottage at Bradley Point, where athletic sports were held. At nine o'clock in the evening the homeward journey was begun, and the "big family" arrived at Meriden at 11:30, highly enthusiastic over the day's enjoyment. The Curtiss-Way Fife and Drum Corps furnished music during the trip.

Agreement Reached at Edinburgh.

The threatened strike at Edinburgh, Scotland, by members of the Scottish Typographical Association over the matter of female typesetters and operators in book-offices has been averted by a compromise agreement. The men asked that the employers discontinue the employment of women as compositors and operators. The agreement finally made provides that no new female learners shall be engaged for a period of seven years, but that all women now employed in the composing-rooms of Edinburgh printers are to remain undisturbed. The settlement was arrived at only after many conferences, which were necessary on account of the strong efforts of both sides to gain two particular points, honors being even at the conclusion. The employers made a strong effort to have the representatives of the typographical association agree to the continuance of female employment at a certain ratio to the number of men employed, but the association's representatives were obdurate. On the other hand, just as strong efforts were made by the men to have the employers agree to allow only males to operate new keyboards introduced, but they were unsuccessful.

Big Plant for Scranton.

Twenty-two building lots have been purchased by the Premier Subscription Company, at Scranton, Pennsylvania, upon which it will erect one of the largest printing-plants in the city. The plant will comprise four buildings and

about two hundred craftsmen will be given employment. The Premier concern was organized by J. Barsodi. It controls five magazines which are now published in New York, and is said to be negotiating for other publications. The company will also be a distributing agency for all other magazines printed. Work will begin on the buildings in a few weeks.

$240 in Prizes to Printers.

As a contribution to the growing movement for the better technical education of the printer, the American Type Founders Company offers a series of cash awards in a prize letter-head competition, open to all, except employees of the company. The prizes are one each of $50, $40, $30, $25, $20, $15, $10 and ten of $5. The competition closes September 1, 1910. The prize-winners will be announced in the October issue of the *American Bulletin*. Full particulars may be had by addressing Competition Department, American Type Founders Company, 300 Communipaw avenue, Jersey City, New Jersey.

International Typographical Union to Be Invited to Norfolk.

THE International Typographical Union is to be invited to hold its 1912 convention in Norfolk, Virginia. The question came up at the last meeting of Norfolk Union, which determined by a decisive vote to instruct delegate S. R. Brister, Jr., to invite the International Union, at its Minneapolis convention this year, to go to Norfolk two years hence. The officers of the International Typographical Union were in Norfolk a short time ago and were so favorably impressed with the city by the sea that they expressed a desire that the convention be brought to Norfolk at an early date, if possible.

Brotherhood of Bookbinders Flourishing.

At the recent convention of this organization, Robert Glockling, of Toronto, and James W. Dougherty, of New York, were reëlected president and secretary, respectively. The others elected were: First vice-president, John Brosman, of New York; second vice-president, Miss Nellie A. Quick; third vice-president, Lewis Stark; statistician, Harry G. Kalb. Members of the executive council: Messrs. Booth Striele, Wasen, Fogarty (printed-book binders); McManus, Mullen, Sovey, Metzger (blank-book binders); Misses Mamie Murphy and Anna Neary. Subject to approval by the referendum, the convention voted to remove the headquarters from New York to Indianapolis.

The next convention will be held in Detroit, two years hence. The officers did not report a significant increase of membership, but there is $33,000 in the strong-box. This is unusual for the bookbinders, who, a few years ago, were deeply in debt, it being said the International Typographical Union had loaned them $10,000. During the convention it was stated that the eight-hour struggle had been a ninety per cent victory.

Brown Company Makes Defense.

The recent report made by the commission appointed by Mayor Gaynor, of New York city, to investigate the *City Record* and the general subject of public printing, has brought from the Martin B. Brown Company, which concern for years has done the bulk of the city printing, a voluminous answer to the charges made by the commission. The following contentions are made by the Brown Company:

We assert and stand ready to prove, despite any charges made by the commission, that the prices for services which have been rendered by the contractor for the *City Record*, to the city, have been reasonable and just, considering all the elements which ought fairly to be taken into account, and that every item of work done, either under contract or open orders, was authorized by those empowered to authorize the same.

The alleged "leading" of matter, which now is daintily characterized as larceny by the commission, is the exact form in which all but one of the reports and minutes were set by the *Mail and Express*, which had the contract for the publication of the *City Record* for two years, and has been followed for eight years by other contractors.

We declare with the utmost emphasis that every dollar of work performed on open orders for the city was duly authorized by concurrent action of the three members of the Board of City Record.

It will be interesting to learn of the "elements which ought fairly to be taken into account."

Appreciation of Lawson's Birthday Plan.

The chapel of the *Daily News* composing-room expressed its appreciation of Victor Lawson's $100 industrial birthday gift in these preambles and resolutions:

"WHEREAS, Mr. Victor F. Lawson, publisher of the Chicago *Daily News*, has put into operation a plan to recognize,



S. R. BRISTER, JR.,
Delegate from Norfolk, Virginia, to the International Typographical Union convention at Minneapolis, who will put up a hard fight to secure the 1912 meeting for Norfolk.

by annual gifts of money, length and faithfulness of service on the part of employees of said newspaper, and

"WHEREAS, Many of the members of the *Daily News* Chapel of the Typographical Union are enjoying or will enjoy the benefits of this plan, be it

"*Resolved*, That we, the members of said chapel, in special meeting assembled, do place on record our appreciation of Mr. Lawson's generosity in the conception and execution of this plan. We value his good will toward us no less than the gifts in which it is expressed. We see in the fact that so many members of our union are eligible by length of service to the benefits of the plan a convincing proof of the satisfactory working conditions which have always obtained in the Chicago *Daily News* composing-room, and an indication of the fair and consistent attitude of Mr. Lawson toward our organization.

"*Resolved*, That the foregoing be spread upon our records and that a copy of same be presented to Mr. Lawson."

Rewards Competency and Loyalty.

"We like our employees; they like us. When there is rush work, they are there. They take an interest in their work and there is a spirit of loyalty that manifests itself in a dozen ways."

Thomas J. Hughes, superintendent of the Nevins-Church Press, a publishing concern at Glen Ridge, New

Jersey, made the above statement in connection with an explanation of a new profit-sharing plan inaugurated by the company, which has one hundred and fifty men and women employed in the plant. Each one of the employees has been insured by the company, and the size of the policy is dependent upon the esteem in which the employee is held, being a kind of merit system. In each case the employee selects the person who is to be the beneficiary and the company pays the premium so long as the employee remains in its employ. Accident insurance is not provided for, so that the company can not benefit in any way, although the cost of the policies amounts to thousands of dollars every year. There is nothing about the policy that binds a man to the Nevins-Church concern. If he has a chance to better himself, he will lose nothing by leaving.

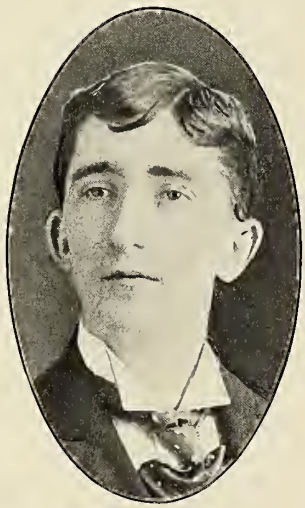
This New Jersey printing-house is union throughout and pays the highest wages, and it is said many of the printers make as high as $50 a week, counting overtime. The innovation, which is looked upon as a profit-sharing plan, is being watched with considerable interest by many other concerns.



R. E. REED.



D. T. CAMPBELL.



M. W. CALLAN.

Committee appointed by Norfolk Typographical Union to secure International Typographical Union convention for 1912, if possible.

Bust of Theodore Low De Vinne.

The United Typothetæ of America, at its recent annual convention in Washington, D. C., in May, unanimously decided to have a bronze portrait bust made of Dr. Theodore Low De Vinne, to be placed in an appropriate institution of art and learning, in recognition of his services to the art and craft and as a permanent memorial of those distinguished services.

A committee consisting of John Clyde Oswald, of New York city; George H. Ellis, of Boston; Cornelius Moorehouse, of New Haven; Edward Stern, of Philadelphia, and J. W. Bothwell, of New York city, was appointed to carry out this decision of the United Typothetæ. This committee has awarded the commission to Chester Beach, of New York city, and has decided to place the bust, when completed, in the library of Columbia University. Mr. Beach is a pupil of Verlet and Roland, of Paris, and a member of the National Academy, and his reputation and achievements give the committee every reason to expect a notable work of art. The value of this testimonial to America's most distinguished printer as a recognition of his services will be in proportion to the number of the contributions rather than the amount of each. All printers are invited to contribute. The roll of honor should be a long one. Every printer will honor himself by appearing on that roll. A circular about to be issued by the committee ends thus: "It is hoped to make this occasion representative of the respect and esteem which is felt toward the foremost printer of this country, and to that end you are invited to become a subscriber. Will you kindly sign the enclosed blank, and forward it with check to the order of J. W. Bothwell, 395 Lafayette street, New York city."

Enters Field as Tabular Printers.

The Chicago Lino-Tabler Company has decided to enter the Chicago field as an active factor in handling composition for the trade, but will confine its operations exclusively to tabular matter, and, for the present, to large contracts.

At the annual meeting of the stockholders of the company the directors were authorized to increase the capital stock to $1,000,000. The new issue will be apportioned among a few large printing-house owners, and none will be offered for sale to the general public. Messrs. Stevenson and Hollister, and the latter's sons, will retain a majority of the stock.

Installations of the Lino-Tabler system have been made in a number of leading houses in various parts of the country, tariff houses finding the system especially helpful during the recent unprecedented activity in that line. For reasons not made public, the company will make no installations in Great Britain or Europe until a date to be announced about October 1.

From a large number of commendatory letters which the company has received, a few have been selected for publication, and appear elsewhere in this issue of THE INLAND PRINTER.

General Notes.

A BEN FRANKLIN CLUB has been organized at Topeka, Kan.

THE Byrd Printing Company, Atlanta, Ga., is erecting a $40,000 building.

THE plant of the State Printing Company, at Houston, Tex., has been sold to John H. Kirby for $10,000.

THE Atlanta (Ga.) Typographical Union has subscribed $1,000 toward the proposed labor temple for that city.

HOUSTON (Tex.) Typographical Union is making a fight for the 1912 convention of the International Typographical Union.

CLAUDE O. FUNK, the well-known Wichita (Kan.) printer, has sold his plant to R. H. Johnston and C. D. Taylor, two practical printers.

PRINTERS of Cincinnati have organized a bowling club, with an initial membership of one hundred. Two floors have been rented at 126 West Fifth street, where the alleys are being built, and later a library and reading-room

will be added. The title of the new organization, which has been incorporated, is the Printcraft Bowling Club of Cincinnati.

INVESTIGATION is being made by the Socialistic administration at Milwaukee, Wis., into the feasibility of establishing a city printery.

WILLIAM F. BROOKS, practical printer and publisher of *Modern Methods*, a weekly paper at Nashville, is a candidate for governor of Tennessee.

THE Inland Paper Company, with offices in the First National Bank Building, Chicago, have purchased the writing business of the Cady Paper Company.

DALLAS (Tex.) printers and publishers have enlisted in a fight against the increased insurance rates on buildings occupied by printing-offices and publishers.

"SWEET ADELINE" was sung for printers by Mayor Fitzpatrick, of Boston, on the occasion of the convention of the New England Typographical Union, held in that city recently.

GEORGE KIMMORLE has been given a $15,000 verdict by a Brooklyn jury, for the loss of an arm while working in the pressroom of the Carey Printing Company, of Manhattan, New York.

THE old Vroorman House, at Schenectady, N. Y., the second oldest west of the Hudson river, will shortly be demolished, to make room for a $50,000 addition to the Maqua Printing Company's plant.

THE Scoville Paper Company, Ogden, Utah, a new organization with a capital stock of $100,000, has absorbed the Scoville Printing Company and will do a general printing and paper business.

THE Missouri state printing contract for the next six years has been secured by the Hugh Stephens Printing Company, of Jefferson, the present contractor. The binding also goes to this concern.

A FULL-PAGE article on the Union Printers' Home appeared in a recent Sunday edition of the New York *Call*. It was written by Alfred Cotton, who summed up the beneficences of the institution as follows: "There have been monuments to soldiers and to statesmen, to kings and to presidents, but the noblest monument ever raised is that one to friendship and brotherhood, to humanity and beneficence, erected by workmen, maintained by them for their disabled brothers and known as the Union Printers' Home."

Recent Incorporations.

The Catholic Education Press, Clarendon, Va. Capital, $50,000. T. E. Shields, president.

Terrell-Brayton Company (printing), Lake Charles, La. Capital, $5,000. P. M. Terrell, president.

Great Western Seed & Produce Company, Salt Lake City, Utah. Capital, $3,000. P. Frost, president.

Chase City Progress Company (publishing), Chase City, Va. Capital, $10,000. R. P. Beazley, president.

Quinlan Publishing Company, Quinlan, Okla. Incorporators: S. P. Chambers, H. P. Spencer, W. A. Pyne.

Jenckes Publishing Company, New York city. Capital, $150,000. Incorporators: R. S. Harvey, H. C. Beach, J. J. Cushing.

The Jordan Publishing Company, New York city. Capital, $5,000. Incorporators: T. J. Carey, A. A. Mitchell, F. W. Moore.



A PRINTER'S HOME.

Residence of Harry L. Fentress, foreman, *Virginian-Pilot*, Norfolk, Virginia.

STATE PRINTING CLERK EARL HODGES, of Little Rock, Ark., lost a dog recently, for which he had paid $250. This uncovered luxury in the printing department of the State may lead to an investigation.

PETER G. THOMPSON, the wealthy paper manufacturer, of Hamilton, Ohio, has been indicted on the charge of attempting to bribe a Government post-card inspector to pass paper not conforming to specifications.

THE employing printers of Kalamazoo, Mich., have organized. The new organization will bend its efforts toward placing the local trade on a higher business plane. Charles Barnes and Joseph Adams are heading the movement.

THE printing trades craftsmen of Minnesota have formed a state body, with H. W. Goetzinger, St. Paul, as president, and J. A. Barrow, Duluth, secretary. Efforts will be made to affiliate North and South Dakota with the new organization.

MRS. MARY MCLEAN, who died at Washington, D. C., in the latter part of June, at the age of eighty-four years, was the widow of William R. McLean, who served as president of the International Typographical Union almost half a century ago.

A WRITER on the Washington (D. C.) *Herald* states that one of the "kickers" in the Government Printing-office declares that an error by a $1,200 man is evidence of gross carelessness or incompetency, but the same thing by a $3,000 man is purely an accident.

FRANK G. KIDD, of the Government Printing-office, and well known among printers throughout the country, was presented with a purse of gold recently, upon retiring from the presidency of Columbia Typographical Union. The incoming president, F. C. Roberts, was given a silver-mounted gavel.

THE Board of Real-estate Appraisers of Hamilton, Ohio, recently asked for bids on printing the city's ward appraisements. The highest bid was $1,900 and the lowest $921. It would be interesting to compare the cost systems of the two concerns. It may, however, be a case of another printer-philanthropist.

AFTER a personal investigation, the Boston *Journal* has apologized for a former editorial statement reflecting on Superintendent James H. Smyth's administration of the city printing-plant, and declares that it "has been clean, businesslike and of a character that places the department on a plane with the best privately owned printing-offices in this country."

The Square Deal Company, Wilmington, Del. Capital, $100,000. Incorporators: E. M. Lester, H. F. Hasson, W. H. Dunbar.

Moses King (printers and publishers), New York. Capital, $5,000. Incorporators: B. C. King, M. King, Jr., I. M. Foster.

American Common Sense Publishing Company, Louisville, Ky. Incorporators: A. F. Florsheim, E. P. Bernheim, L. B. Rose.

James A. Stiles Publishing Company, Glen Cove, N. Y. Capital, $10,000. Incorporators: J. A. Stiles, J. M. Stiles, D. J. Wagner.

Vigo Novelty Printing Company, Terre Haute, Ind. Capital, $25,000. Incorporators: A. B. Lorton, J. L. Charles, A. S. Kuhl.

School Progress Publishing Company, Trenton, N. J. Capital, $125,000. Incorporators: H. O. Hartzell, F. Dougherty, E. B. Sell.

Hudson Publishing Company, Jersey City, N. J. Capital, $100,000. Incorporators: D. A. Cashin, H. P. Jones, E. J. Forhan.

G. S. Witham Company, Hudson Falls, N. Y. Capital, $100,000. Incorporators: G. S. Witham, Jr., G. S. McKearin, J. L. Linehan.

Progressive Electrotyping Company, St. Louis, Mo. Capital, $13,000. Incorporators: W. O. Witter, E. L. Fath, J. J. Van Hotegen.

T. H. Flood & Co. (printing and publishing), Philadelphia, Pa. Capital, $60,000. Incorporators: L. J. Flood, T. A. Flood, T. J. Fell.

Repro-Photo & Publishing Company, New York city. Capital, $50,000. Incorporators: H. S. Simmons, J. W. Behrman, M. D. Boullion.

Carpenter Printing Telegraph Company, Kansas City, Mo. Capital, $2,000. Incorporators: J. M. Wagner, C. H. Apple, J. L. Apple.

Robert Teller, Sons & Darner (publishing), New York city. Capital, $160,000. Incorporators: W. R. Teller, C. J. Darner, M. Darner.

Perkins-Tracy Printing Company, St. Paul, Minn. Capital, $50,000. Incorporators: A. A. Perkins, A. Tracy, M. Perkins, Alpha Tracy.

Mexican Commercial Company (printing and publishing), New York city. Capital, $500,000. Incorporators: R. Krause, F. B. Roy, M. Held.

Empire Printing Company, Kansas City, Mo. Capital, $6,000. Incorporators: R. T. Groggin, R. E. Anderson, E. A. Fuller and others.



A PRINTER'S HOME.

Residence of Harry Anderson, journeyman printer, Villa Heights, Norfolk, Virginia.

News Publishing Company, Los Angeles, Cal. Capital, $10,000. Incorporators: M. Kanno, I. Endo, H. Iekikawa, K. Jidi, W. Y. Masuto.

Mail Order Library Corporation (publishers), New York city. Capital, $25,000. Incorporators: W. L. Berkowitz, R. H. Fenn, M. L. Fenn.

Paint and Varnish Record Publishing Company, Chicago. Capital, $25,000. Incorporators: F. V. N. Person, J. M. Head, A. T. Packard.

The Union Farmers' Publishing Company, Charlotte, N. C. Capital, $25,000. Incorporators: J. Z. Green, W. C. Crosby, H. Q. Alexander.

The *Christian Herald*, Jersey City, N. J. Capital, $525,000. Incorporators: O. Koenig, G. H. Sandison, T. Waters, J. Turner, P. H. Noyes.

Keystone Alliance Company (printers and publishers), New York city. Capital, $10,000. Incorporators: H. M. Williams, F. J. Walsh, I. F. Runey.

Business Index Company (printing and publishing), New York city. Capital, $5,000. Incorporators: E. J. Forhan, J. J. Harper, G. F. Martin.

H. W. Rokker Company (printing and publishing), Springfield, Ill. Capital, $60,000. Incorporators: J. W. Jefferson, I. I. Jefferson, R. T. Jefferson.

Kissinger-Sullivan Printing Company, Columbus, Ohio. Capital, $15,500. Incorporators: J. J. and W. Sullivan, F. B. Bassman, H. J. Heilker, W. R. Kissinger.

Oil Man's Publishing Company, St. Albans, W. Va. Capital, $5,000. Incorporators: H. P. McGinnis, R. C. Roberts, L. W. Blankenship, L. P. McIntyre, G. F. Isner.

The Rochester Pin-Mon Rebate Company (printing and advertising), Rochester, N. Y. Capital, $10,000. Incorporators: R. S. Harvey, H. C. Beach, J. J. Cushing.

Benze Brothers Company (general advertising, printers and stationers), Manhattan, N. Y. Capital, $40,000. Incorporators: G. Benze, F. J. Donovan, W. F. Benze.

Catholic Publication Society, Little Rock, Ark. Capital, $10,000. Incorporators: J. B. Morris, J. M. Lucey, T. Lafferty, J. H. Tuohey, E. J. Badennelli, J. M. Gracie, A. Gracie and others.

Yew Publishing Company, Richwood, W. Va. Capital, $5,000. Incorporators: E. C. Bennett, L. D. McCutcheon, J. K. Ward, C. B. Cox, G. L. Umbarger, W. L. Starbuck, A. L. Craig, J. M. Wolverton.

PAYS TO OWN YOUR HOME, PRINTER.

The following interesting story of how he became the owner of his home is told by a journeyman printer in the Fort Wayne (Ind.) *Journal-Gazette:*

I became a home-owner by the old reliable route of working and saving. As a journeyman printer my wages averaged about $100 a month. A lot was purchased on the instalment plan for $900. The debt became a stimulus for greater effort, for fewer holidays, and the cutting out of youthful gaieties. In two years $700 of the debt was paid off.

A new loan for $1,000 was negotiated at 10 per cent, with which the balance of the old loan was paid, and the remaining $800 used in building a single-story cottage, 20 by 36 feet, divided into five rooms. The building of this little snuggery was in anticipation of marriage, and when we moved into it on our wedding day a mortgage of $800 was forgotten in the happiness of beginning married life in our own home.

Our income remained at the same wage figure. Various unforeseen expenses of family life stretched the payment of the mortgage over six years. When that was disposed of we began new plans. Our success in paying off the debt strengthened confidence in our ability to handle a larger one. Our little house was regarded as a shelter; now we would build "a real home."

An architect was employed to draw plans for a two-story frame dwelling of eight rooms and bath, full cellar, front and kitchen porches, and furnace heat. It is cruciform in design, 25 feet wide in center, with a depth of 48 feet. The contract price was $3,200. Furnace, fixtures, sidewalks and other incidentals ran the total up to $3,500.

Our cash resources were about $500, hence a $3,000 loan was necessary. We took a loan from a coöperative savings and loan association, an obligation calling for regular monthly payments of principal and interest. The current interest rate of these associations was 60 cents a month for each $100 borrowed, or 7.2 per cent a year, payable monthly. Our loan of $3,000 calls for an interest payment of $18 a month. In addition we pay $15 a month on the thirty shares pledged for the loan.

Consider now the hard, practical benefits of home ownership on the terms outlined, with home sentiment out of the reckoning. Our home would rent for $35 a month. If I were a renter, $30 a month would be about my limit. Taking that figure as an illustration, shelter hired from a landlord would cost me about $360 a year. Our obligation to the loan association calls for $396, or $36 a year more than the rent would be. By keeping up the monthly payment of $33, without any increase other than the association dividend of 4 per cent, the loan will be paid off in about eleven years, and the cost of the loan, over what we would pay as rent, would be $396.

To this should be added the excess cost over the loan, $500, and the home stands to cost us $896 over what we would have paid a landlord in eleven years for rent. No account is taken of home expenses — insurance, taxes, repairs, etc., for the reason that the increasing value of the property offsets these items. The little house we have enlarged at an expense of $500 and rents for $21 a month. The new home is good for $35 if we desired to rent it. Both together, considered as an investment, will pay 7 per cent per annum on $8,000 and leave $100 a year for taxes, repairs and insurance. Total first cost of enterprise, $5,700.

Does home-ownership pay? Emphatically, yes — in financial returns, in family comfort, in elbow-room and independence.



A PRINTER'S HOME.

Residence of Herbert Smith, journeyman printer, Park place, Norfolk, Virginia.

BUSINESS NOTICES

This department is exclusively for paid business announcements of advertisers, and for paid descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Responsibility for all statements published hereunder rests with the advertiser solely.

WILLIAMS-LLOYD MACHINERY COMPANY REMOVES.

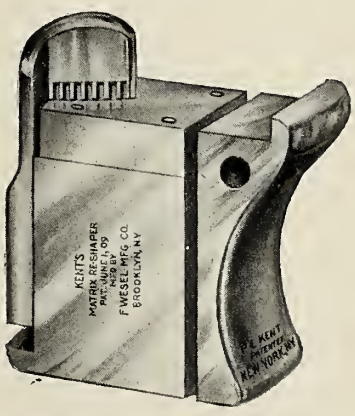
The Williams-Lloyd Machinery Company, dealers in photoengravers' machinery and supplies, have removed from 337 Dearborn street, Chicago, to the new building at 124-128 Federal street, where the sales department will have a more convenient location.

FOUR-COLOR WORK ON "SUPATONE" PAPER.

The Wanaque River Paper Company is exhibiting at 290 Broadway, New York city, some fine four-color reproductions of water-color drawings. These are printed on its "Supatone" paper, and are mounted on pulp-board and framed. The combination of the rough pulp-board and the dull finish of the "Supatone" paper gives the completed picture a remarkable resemblance to an original water-color painting. Printers and others interested in process colorwork will be well repaid by a visit to the Wanaque salesrooms while these specimens are on view.

MATRIX RESHAPER.

The accompanying illustration shows an improved linotype matrix reshaper, made by the F. Wesel Manufacturing Company, for the inventor, Perry E. Kent, of 2582 Briggs avenue, New York city, and which is now ready for

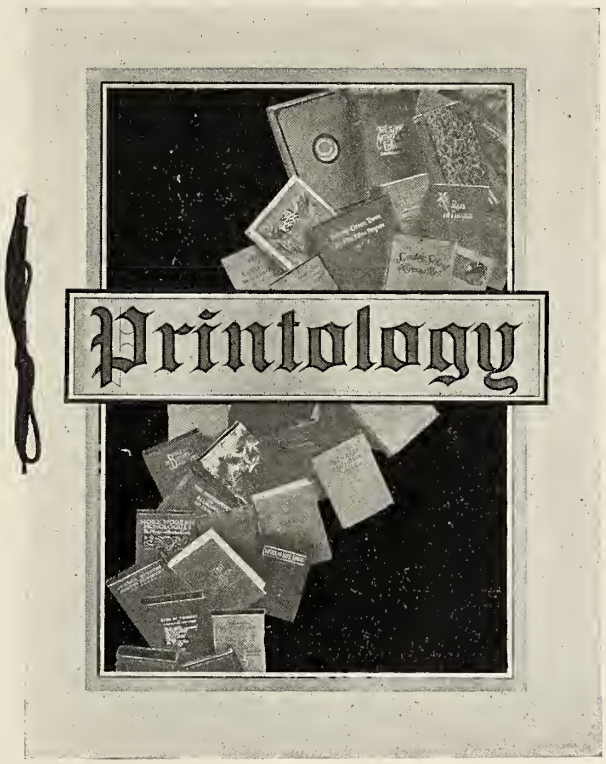


KENT'S LINOTYPE MATRIX RESHAPER.

sale. It is used for repairing matrix combinations that are worn or battered, which cause matrices to bind or drop inaccurately into the magazine entrances, or which fall off in transferring. The reshaping die forms an absolutely accurate gage for testing matrices that may be too large or too scant from standard requirements. By its use any matrix may be compelled to run pi or to drop into any desired channel. The tool is fully guaranteed. Circulars and prices may be obtained from any of the various agencies of the Mergenthaler Linotype Company, from the F. Wesel Manufacturing Company, 70 Cranberry street, Brooklyn, New York, or 315 Dearborn street, Chicago, or from the patentee.

"PRINTOLOGY."

Among the publications devoted to advertising — the house organs — there is one which stands out most prominently; one which, in text, illustration, stock and presswork exemplifies the best in the printer's art. It is issued by the Regan Printing House, of Chicago, and is known as "Printology." The Regan people, unlike many printers,



believe in high-class publicity for themselves as well as for others. Nothing in the mechanical line is spared to make each issue of "Printology" the very best, and the text is unusually interesting and instructive. We show herewith a reproduction of the cover of the latest issue. The original is in black, gold and a light tint, and embossed.

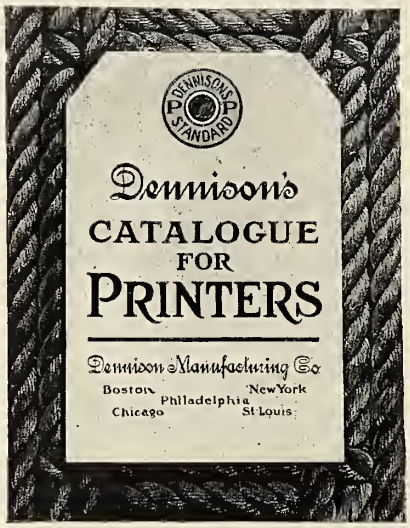
METALLIC VERSUS HAND-CUT OVERLAYS.

Pressmen will be interested in comparing the impression of the cut shown in the Gilbert, Harris & Co. advertisement, on page 525 of the July number of THE INLAND PRINTER, with that facing page 672 of the current issue. The first was printed with a hand-cut overlay, although the announcement refers to it as having been done with the patent metallic overlay, the substitution of overlays being the result of inadvertence.

The cut shown in this issue was printed with the metallic overlay, and a comparison of the two methods strikingly illustrates the superiority of the latter in preserving the tone values, even after phenomenally long runs.

DENNISON'S CATALOGUE FOR PRINTERS.

The Dennison Manufacturing Company (Boston, New York, Philadelphia, Chicago, St. Louis) has issued an edition of twenty-five thousand catalogues for printers, which they are at present mailing to the printing trade of the United States and Canada. The catalogue-cover, as



shown herewith, is of a most unique design, having for a background a facsimile of many lengths of rope, laid closely together, to suggest the material from which the well-known Dennison " Standard " all-rope tag is made.

Within are illustrations, descriptions and price-lists of not only many qualities of tags, but tag and clasp envelopes, hooks and fasteners, checks, coin-cards and coin-wrappers, bill-straps, gummed paper, gummed labels, seals, sealing-wax, glue, paste and mucilage, and many original gummed devices, all forming a most interesting and helpful book.

The Dennison Manufacturing Company, through its six stores, thirty-four sample offices and large corps of salesmen, is within easy reach of nearly every printer, and the interest aroused by this catalogue can, therefore, be completely satisfied by examining the products themselves.

IMPROVEMENTS IN PROOF PRESSES.

Paul Shniedewend & Co., 619 West Jackson boulevard, Chicago, have replaced the wood and roller belt movement with a new rack and pinion bed movement on both the Reliance and Printers' Presses. A device has also been introduced which holds the tympan on the platen of the printers' proof press, and does away entirely with the hinged tympan. This saves time, room, labor and light, and its value is pronounced.

This firm is noted for the quickness with which it applies new and tried mechanical movements and improvements to its presses, enabling printers and engravers to secure the very latest and best in proof presses of certain designs. The head of the company has been selling goods to the printing trade for nearly forty years, and during the last fifteen years a specialty has been made of proof presses for the printer and photoengraver, one of the most noteworthy products being the Reliance Photoengravers' Proof Press, which is known everywhere that presses are employed. The chief characteristics of this machine embrace weight, power and durability, and its convenience in proving half-tones and other engravings. The superiority of the Reliance presses has been recognized in Europe, where hundreds of them are shipped annually.

The Printers' Proof Press, made by the Shniedewend company, is a favorite among a vast number of American and European printers, many of whom have been using them constantly for upward of twelve years. The makers claim that the flat impression method embodied in this press is one of its cardinal virtues; and that a perfectly uniform impression is always obtainable by it, a contention which is supported by a multitude of users. For those who desire a less expensive equipment, the Shniedewend company have a roller proof press known as the Reliance Job Galley Proof Press, which is one of the most popular products of this progressive concern.

A PRINTING BUSINESS THAT PAYS.

F. W. Baltes, of Portland, Oregon, has made his printing business pay and he is ready to retire on the fruits of his well-directed efforts. Mr. Baltes is a student of economics and sound business as applied to printing, and has spoken and written voluminously on these subjects. His business is for sale, and, as it is the development of years of straight thinking, is a fully developed business that will yield returns to the purchaser at the outset. This unusual opportunity will not remain on the market long, and printers with money to invest have only to step into the well-defined and proved methods that Mr. Baltes has made easy and win a similar competence to that with which Mr. Baltes comfortably retires.

TROUBLES OF A PROOFREADER.

" Oh, yes," said a proofreader, " I've let a good many errors get by me. But it's not my fault. I'm overworked.

" The correspondence editor jumped me last week because I allowed a reply and an answer to get mixed. The mixed paragraph came out like this:

" ' Remedy for coated tongue: Wash the tongue well, and soak it in cold water over night. In the morning put it into a kettle full of cold water, stand it over a slow fire, and let it simmer gently for three hours, or until you can pierce it easily with a fork.'

" Our shorthand reports are so full of errors that it's no wonder I overlook a few of them. I overlooked one Thursday, in a speech of President Taft's, a nasty error, one that seemed to have something personal and offensive in it. The President, you see, said in his speech, ' The day is big with fate,' and it came out in the paper, ' The day is big with fat.' " — *Exchange.*

VEGETABLE GARDEN IN HIS APPENDIX.

Congressmen have often endangered their popularity by sending out free seeds, marked petunia or chrysanthemum, which grew beautiful crops of beets or squashes, but consider the sad case of Representative Crumpacker, of Indiana, who sent A. A. Bibler, editor of the Crown Point *Register*, a package of real radish seeds.

Bibler was troubled with liver complaint, for which he carried a package of pills in his vest-pocket. When the seeds came he stuck the packet in his pocket alongside the pills. A few days after the arrival of the seeds he began to grow worse. He increased the dose, which only increased the malady. He consulted his doctor, and a diagnosis showed he had been taking radish seeds instead of pills and the seeds had sprouted in his appendix.— *Newspaperdom.*

WANT ADVERTISEMENTS.

Prices for this department: 40 cents for each ten words or less; minimum charge, 80 cents. Under "Situations Wanted," 25 cents for each ten words or less; minimum charge, 50 cents. Address to be counted. Price invariably the same whether one or more insertions are taken. **Cash must accompany the order to insure insertion in current number. The insertion of ads. received in Chicago later than the 15th of the month preceding publication not guaranteed.**

BOOKS.

"COST OF PRINTING," by F. W. Baltes, presents a system of accounting which has been in successful operation for many years, is suitable for large or small printing-offices, and is a safeguard against errors, omissions or losses; its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. 74 pages, 6¾ by 10 inches, cloth, $1.50. THE INLAND PRINTER COMPANY, Chicago.

DRAWING FOR PRINTERS, a practical treatise on the art of designing and illustrating in connection with typography, containing complete instructions, fully illustrated, concerning the art of drawing, for the beginner as well as the more advanced student, by Ernest Knaufft, Editor of *The Art* Student and Director of the Chautauqua Society of Fine Arts; 240 pages, cloth, $2, postpaid. THE INLAND PRINTER COMPANY, Chicago.

PAPER PURCHASERS' GUIDE, by Edward Siebs. Contains list of all bond, flat, linen, ledger, cover, manila and writing papers carried in stock by Chicago dealers, with full and broken package prices. Every buyer of paper should have one. 25 cents. THE INLAND PRINTER COMPANY, Chicago.

PRACTICAL FACTS FOR PRINTERS, by Lee A. Riley; just what its name indicates; compiled by a practical man, and said to be the most practical little book ever offered to the trade; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

PRICES FOR PRINTING, by F. W. Baltes. Complete cost system and selling prices. Adapted to any locality. Pocket size. $1 by mail. THE INLAND PRINTER COMPANY, Chicago.

THE RUBAIYAT OF MIRZA MEM'N, published by Henry Olendorf Shepard, Chicago, is modeled on the Rubaiyat of Omar Khâyyâm; the delicate imagery of old Omar has been preserved in this modern Rubaiyat, and there are new gems that give it high place in the estimation of competent critics; as a gift-book nothing is more appropriate; the binding is superb, the text is artistically set on white plate paper, the illustrations are half-tones, from original paintings, hand-tooled; size of books, 7¾ by 9¾ inches, art vellum cloth, combination white and purple, or full purple, $1.50; edition de luxe, red or brown India ooze leather, $4; pocket edition, 3 by 5¾, 76 pages, bound in blue cloth, lettered in gold on front and back, complete in every way except the illustrations, with full explanatory notes and exhaustive index, 50 cents. THE INLAND PRINTER COMPANY, Chicago.

SIMPLEX TYPE COMPUTER, by J. L. Kelman. Tells instantly the number of picas or ems there are in any width, and the number of lines per inch in length of any type, from 5½ to 12 point. Gives accurately and quickly the number of ems contained in any size of composition, either by picas or square inches, in all of the different sizes of body-type, and the nearest approximate weight of metal per 1,000 ems, if set by Linotype or Monotype machine. Price, $1.50. THE INLAND PRINTER COMPANY, Chicago.

VEST-POCKET MANUAL OF PRINTING, a full and concise explanation of the technical points in the printing trade, for the use of the printer and his patrons; contains rules for punctuation and capitalization, style, marking proof, make-up of book, sizes of books, sizes of the untrimmed leaf, number of words in a square inch, diagrams of imposition, and much other valuable information not always at hand when wanted; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

BUSINESS OPPORTUNITIES.

A PRINTER'S BARGAIN — An established weekly and general printing business with Linotype and modern equipment, in Colorado, Mitchell County, Tex.; county-seat town of 4,000; absolutely no competition; entire business will sell at $15,000 and will show at least 20 per cent to 25 per cent upon this investment, with excellent prospects; present proprietors have been in business twenty-five years and desire to retire, and for this reason alone will sell this remunerative business; young Northern blood can make this establishment pay 40 per cent the first year; Colorado, Tex., is situated at an altitude of 2,200 feet, in the most renowned health section of the West; immediate action is necessary. For terms and full particulars address WHIPKEY PRINTING CO., Colorado, Tex.

A SPLENDID OPPORTUNITY for a printer who is competent to handle the inside work of a large and fast-growing printing and stationery establishment to invest in one of the most attractive and healthful of California's large cities; capital required, $5,000 to $10,000; reasons — partner needed. H 883.

FOR SALE — A city print-shop in the country; weekly newspaper with good advertising, big run jobwork; stationery store in connection; in prosperous manufacturing town; 65 factories to draw from near by; $14,500 business last year; stand rigid investigation; conveniently located within 30 miles of Chicago on C. & E. I. R. R.; will sacrifice to a responsible party; bank references given and wanted. Address J. L. B., Box 8, Steger, Ill.

FOR SALE — A good job-printing office, doing a fine business, situated 9 miles from Chicago on the C. B. & Q. R. R.; the office is fitted with gas and electric light and power, and can be bought at a reasonable figure, as the owner is about to engage in other business. For full particulars address S. F. CHAMPION, JR., Box 51, Berwyn, Ill.

FOR SALE — Bookbindery equipped with practically all new machinery; excellent trade; only one opposition within hundred miles around; excellent opportunity for hustler; reason for selling — poor health. H 851.

FOR SALE — Complete printing and bookbinding plant; all new and doing a fine and rapidly increasing business in fastest-growing town in Pacific Northwest; $8,500. F. G. TEFFT CO., Aberdeen, Wash.

FOR SALE — Controlling interest in job-printing plant doing $12,500 a year business; rare opportunity for hustler with $1,000. H 927.

FOR SALE — Controlling interest in well-equipped printing-plant in large Southern city; big business; great opportunity; present owner has good reason for selling. Write for particulars. H 921.

FOR SALE — In a 7,000 populated city in Virginia, a 13-year established job-printing office and stationery and bookstore, doing a good, paying business; fine opening for daily paper; if necessary, no trouble to sell stock to start paper by a competent man; good reason for selling; inventory, receipts, etc., furnished on application. H 919.

FOR SALE — Modern plant, 5 cylinders, 6 jobbers, Linotype, new equipment; old established, prosperous business; $60,000 yearly and upward; profits $10,000 and more; $35,000 cash; proprietor has worked 36 years and wants to retire. F. W. BALTES, Portland, Ore.

FOR SALE — Newspaper and job-printing plant in live New Hampshire town of 5,000 population; good business center; plenty of work the year round; paper has list of 1,700 and good advertising patronage; no competition; part cash, balance on mortgage. FREE PRESS OFFICE, Lebanon, N. H.

FOR SALE — The largest bindery, blank book and printing office in city of 100,000 within 100 miles of New York or Philadelphia; 5 years old; fine business, with over $5,000 in unfinished orders on hand; inventory close to $12,000; best of reasons for selling; fine opportunity for a couple of good practical men; will be sold very cheap. H 889.

IN THE CANADIAN NORTHWEST live new towns are growing rapidly; each new town wants a newspaper; great opportunities for young newspaper men to start in business. Write immediately to MILLER & RICHARD, 123 Princess st., Winnipeg, Canada, for full particulars and names of new towns guaranteeing support.

PHOTOENGRAVING — An opportunity is offered for a practical man to acquire an interest in an established photoengraving house in Boston, Mass.; only a small investment required from a capable business man, competent to take hold and help enlarge the business. H 841.

PRINTING-PLANT (now running) for sale; inventories $3,200; new within 3 years; easy terms; Main street location; rent $32; another business — reason of sale. Full particulars, B. Offer, 359 William av., Winnipeg, Man.

$5,000 CASH will buy one-fourth interest in one of the oldest and best job-printing plants in the South. For further information address H 892.

$1,600 CASH buys a long-established newspaper and job plant in hustling town of 1,000 population in northeastern Indiana; power presses, electric motor, plenty of material; plant makes money. H 912.

Publishing.

PRINTERS — Why not become publishers? Enjoy larger profits. Write and ask us how. HARRIS-DIBBLE COMPANY, Masonic bldg., New York.

FOR SALE.

FOR SALE — A Fuchs & Lang bronzing and dusting machine; it has been set aside only to make room for larger equipment; it is in first-class running condition, and will be sold with or without motor drive; make us an offer. THE GUGLER LITHOGRAPHIC CO., Milwaukee, Wis.

BOOKBINDERS' MACHINERY; rebuilt No. 3 and 4 Smyth book-sewing machines, thoroughly overhauled and in first-class order. JOSEPH E. SMYTH, 108-128 N. Jefferson st., Chicago.

FOR SALE — Complete printing-plant in city of 50,000; cheap; easy terms. H 602.

FOR SALE — Huber press, 2-revolution, 4-roller, table distribution, air springs, size bed 37 by 52; price, $500 as it stands; also Semple book trimmer, $30. JOBSON PRINTING MFG. CO., Station E, Louisville, Ky.

FOR SALE — Klaus perfecting press, 4 to 40 pages in colors, size of plate, 10 by 14 inches, 20,000 per hour; curving machine and 25 horse-power motor; all for $2,500. W. G. DAVIS, 6158 Michigan av., Chicago, Ill.

IRON STEREOTYPE BLOCKS (196), sold in sets of 16, size 5 7-16 by 8⅝ inches outside; 5 by 8⅛ largest plate, 4¼ by 7⅝ smallest plate; these blocks may be cut down to 2-em picas narrower and 1-em pica shorter; guaranteed on 30 days' trial at $2.50 per block; wood blocks same sizes, 90 cents each. A. F. WANNER & CO., 342 Dearborn st., Chicago, Ill.

"OROTYP"—Have You Tried It?

WE OFFER YOU A PERFECT GOLD INK

An ink which will stand up under the most exacting requirements, and secure a rich, brilliant effect. If you are anxious to produce perfect results, let us send you a can ON APPROVAL.

Four shades: Light Gold, Deep Gold, Aluminum, and Copper

MANUFACTURED BY

THE CANADIAN BRONZE POWDER WORKS

MONTREAL TORONTO VALLEYFIELD

Agents Wanted

DISTRIBUTING AGENT FOR UNITED STATES

JAS. H. FURMAN, 36 La Salle St., Chicago, Ill.

FOR SALE.

MIEHLE PONY, 26 by 34, also Cottrell, 33 by 46, 2-revolution presses, front-fly deliveries; rebuilt and guaranteed. PRESTON, 167C Oliver, Boston, Mass.

PEBBLING MACHINE BARGAIN — 30-inch Fuchs & Lang roller-embossing (pebbling) machine, with newly engraved rollers — eggshell pattern and extra papier-maché roller; machine as effective as a new one; price, f.o.b. Chicago, $500. A. F. WANNER & CO., Chicago.

PHOTOENGRAVING PLANT — Excellent camera and lens, also screens, router, saw; anxious to sell at sacrifice. HANFORD PHOTOENGRAVING CO., Hanford, Cal.

PRINTERS' MACHINERY FOR SALE — 1 Huber, 44 by 60 bed; 1 Economic, 38 by 50 bed; 1 Century Pony, 22 by 32 bed; 1 Seybold 44-inch self-clamp Holyoke cutter; 1 Sheridan book rounder and backer, foot-power; 1-point folding-machine, 28 by 42; all are in good condition and *must be sold* before moving into our new building; these machines have always had good attention and are in first-class condition, being used daily; make bids on any one of these you can use. F. W. ROBERTS CO., Cleveland, Ohio.

STILL IN BUSINESS with large line of rebuilt cylinder presses, at one-third less than the usual price. H. BRONSON & SON, 409 Dearborn st., Chicago.

WARNOCK SECTIONAL BLOCKS for sale at a bargain; complete outfit of cabinets, hooks, brasses, etc.; have no use for the outfit and will close it out cheap. Write us. BRETHREN PUBLISHING HOUSE, Elgin, Ill.

HELP WANTED.

Artists.

A CANADIAN ENGRAVING COMPANY has an attractive proposition for an artist who has had experience in drawing carriages; for particulars address H 725.

Bookbinders.

WANTED — Bookbinder; an all-around man to superintend the work in a union shop; large city in Middle West; good position for right man. H 899.

WANTED — Bookbinders in one of the best shops in Pennsylvania; an all-around jobber on edition work; also a first-class casemaker on one-half-bound work; also a bookbinder who can color edges; steady positions to first-class men; union. H 884.

WANTED — First-class finisher in an all-around shop in Los Angeles, Cal.; steady job to right man; state wages expected. H 850.

Compositors.

COMPOSITOR understanding stonework and make-up; permanent position for first-class workman; open shop. THE TUTTLE CO., Rutland, Vt.

WANTED — Two compositors, specialists on high-class commercial work; 8 hours; permanent situations to right men; send samples. H 926.

Engravers.

HALF-TONE PHOTOGRAPHER, also a half-tone finisher; steady work for competent men. BURBANK ENGRAVING CO., Boston, Mass.

WANTED — Engraver by September 1; must be first-class jewelry engraver, one who can do copperplate and steel-die work preferred; send samples of work. Apply to A. G. PLUMMER, St. John, N. B., Canada.

Foremen, Managers and Superintendents.

A MANAGER of a 3-jobber printing-plant who can act as buyer for an advertising department, whose annual purchases are about $175,000 a year; he must be temperate, a good executive and a worker. Write, stating experience, references, salary expected, and forward samples of work. H 903.

EXPERIENCED, up-to-date advertising manager for large whisky house; one who can get up attractive circular and advertising matter and place newspaper advertising throughout the country; state fully experience, references and salary required; permanent. BOX 777, Kansas City, Mo.

Office Men.

WANTED — Manager's assistant; experience in estimating, paper stock, handling customers; high-grade patronage; state age, references, salary. H 891.

Photogravure.

WANTED — Thoroughly experienced photogravure man. Apply in person to Room 1416, Fisher bldg., Chicago, Ill.

Salesmen.

WANTED — Good printing salesman for Western city; large shop; must understand estimating and be a producer. H 910.

WANTED — Salesman familiar with the commercial printing and engraving business, capable of making detailed estimates and closing contracts for the output of a complete plant; prefer a man with some established Iowa trade; only high-grade man wanted; satisfactory references must be furnished to receive attention. H 901.

INSTRUCTION.

A BEGINNER on the Mergenthaler will find the THALER KEYBOARD invaluable; the operator out of practice will find it just the thing he needs; exact touch, bell announces finish of line; 22-page instruction book. When ordering, state which layout you want — No. 1, without fractions; No. 2, two letter with commercial fractions, two letter without commercial fractions, standard Junior, German. THALER KEYBOARD COMPANY, 505 "P" st., N. W., Washington, D. C.; also all agencies Mergenthaler Linotype Company. Price, $4.

A LINOTYPE SCHOOL AT HOME — The Eclipse Keyboard, with complete instruction course, price, $4; circular on request. ECLIPSE KEYBOARD COMPANY, 117 S. Bonner st., Dayton, Ohio. New York agents: Empire Linotype School, 419 First av., New York city.

N. E. LINOTYPE SCHOOL, 7 Dix place, Boston, Mass. Four-machine plant, run solely as school; liberal hours, thorough instruction; our graduates succeed. Write for particulars before deciding.

SITUATIONS WANTED.

Artists.

SITUATION WANTED — A cartoonist, good on politics, steady, knows the ins and outs and can assist in management of good live daily; always makes a paper pay. A. J. STEWART, care *News*, Fargo, N. D.

Bookbinders.

FINISHER — First-class, all-around finisher, steady, sober and capable, desires situation. Address E. H. WALLACE, 1012 Chestnut st., Erie, Pa.

SITUATION WANTED — Bookbinder, finisher and forwarder; first-class; capable of taking charge. H 907.

Engravers.

PHOTOENGRAVING is my line and I want a position where I can use my practical knowledge of the business; I have successfully superintended for the last 4 years and can show first-class testimonials. H 845.

PHOTOGRAPHER — Experienced half-tone and color operator open for engagement with strictly first-class house. H 866.

THREE-COLOR OPERATOR will furnish collodion emulsion and services to first-class firm for $37 a week. H 924.

Foremen, Managers and Superintendents.

FOREMAN, A-1 workman, understanding all branches, who can produce the best grade of printing, is open for engagement. H 492.

FOREMANSHIP by practical printer; has handled all branches of trade. FOREMAN, care A. Russ, 246 Hudson av., Albany, N. Y.

MANAGER — Position wanted by young man with 14 years' practical experience in book, catalogue and commercial job-printing plant; married, age 28; good references; want to locate West. H 831.

POSITION WANTED as superintendent or foreman; experienced on the best grades of catalogue, book and job work; union. H 598.

PRINTING SUPERINTENDENT, thoroughly practical printer, finest experience, will change; qualified on systems, costs, sales, and estimates as well. H 490.

SITUATION as superintendent printing-plant; thorough practical experience; 14 years in charge; good education; could invest few hundred. H 928.

SOBER, HONEST YOUNG PRINTER with some experience as manager wants position where he will have a chance to learn more about managing a printing-office; started as "devil" and advanced to platen pressman, compositor, foreman, editor, manager; a student of the I. T. U. Course; union; prefer small town and would lease small newspaper or job plant if satisfactory. H 920.

SUPERINTENDENT, familiar with all branches of the trade, estimator, close buyer of supplies, knows the envelope business, desires change; would take charge of the printing and publicity for manufacturing concern. H 918.

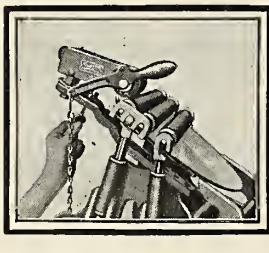
Office Men.

OFFICE MANAGER, now employed by a good house, but under unsatisfactory conditions, would consider an offer at an attractive salary from a live house in need of a capable office or general manager, 21 years' experience, energetic, healthy and always in place; good references. H 888.

Operators and Machinists.

LINOTYPE MACHINIST-OPERATOR — First-class man, 10 years' experience; absolutely reliable; union. H 451.

LINOTYPE INSTRUCTION, day or evening, 9 weeks' thorough operator-machinist course, $80; our course includes the following special advantages: Employment bureau, location, very thorough mechanical instruction, Linotype school solely; next openings August 1. EMPIRE MERGENTHALER LINOTYPE SCHOOL, 419 First av., New York city (near 24th st).



MAKE MONEY by attaching **NEW CENTURY FOUNTAINS** to your jobbers. The perfection of fountains. Will increase press output from 3,000 to 5,000 a day on steady runs. No readjusting after washup or when changing impressions. One-screw ink feed. One-screw roller contact. Will not mark the print. Minimizes danger of offset by reason of uniform inking. Can be taken apart in a few seconds, with the fingers, without screw-driver or wrench. Will do the work of a long fountain without its disadvantages. It is a producer of RESULTS—*More Impressions* and *Better Work*. ***For Chandler & Price, Challenge, and all Gordon Presses.***

Get a descriptive circular from your dealer or send to us. **THE WAGNER MFG. CO., Scranton, Pa.**

SITUATIONS WANTED.

Operators and Machinists.

LINOTYPE OPERATOR wishes steady position; will take care of machine; union. H 925.

POSITION WANTED by young operator of 2 years' experience in commercial work; speed, 4,000 ems per hour; clean proof; capable of taking care of own machine. H 914.

Pressmen.

CYLINDER AND JOB PRESSMAN desires position in the South; at present employed in St. Louis; union. H 898.

DUPLEX PRESSMAN with 15 years' experience wants position; good references. H 909.

EXECUTIVE for pressrooms; first-class, efficient in every respect, considered strong in getting the most from material and men; well up in all kinds of modern printing; best of references from large Eastern firms, also the house I am now with; Eastern or Western coast cities preferred; only first-class or growing concerns considered. H 895.

SITUATION WANTED — Pressman, A-1 cylinder and Gordon; 10 years' experience on all classes of work; capable of taking charge; union. Address, stating particulars, G. W. MARSH, 114 E. Park st., Taylorville, Ill.

WANTED — Situation as pressman; 18 years on webs and flat-beds; thorough knowledge of Cottrell and Scott magazine presses; good education, temperate. H 905.

Proofreaders.

PROOFREADER (woman) wants situation on hustling daily where rapid, intelligent work is wanted; or bookwork. H 906.

Stereotypers.

FIRST-CLASS STEREOTYPER, with good references, wants position as foreman or journeyman. H 649.

WANTED TO PURCHASE.

WANTED TO BUY a rotary press for printing magazine, size about 12¾ by 9 inches, 16 to 48 pages. Address THE AMERICAN ISSUE PUBLISHING CO., Westerville, Ohio.

BUSINESS DIRECTORY.

Bookbinders' and Printers' Machinery.

DEXTER FOLDER COMPANY, Pearl River, N. Y. Folding machines, automatic feeders for presses, folders and ruling machines. 2-11

Bookbinders' Supplies.

SLADE, HIPP & MELOY, Incpd., 139 Lake st., Chicago. Also paper-box makers' supplies. 1-11

Calendar Manufacturers.

NEW LINE of bas-reliefs, published by H. E. Smith Company, Indianapolis, Ind. 12-10

Case-making and Embossing.

SHEPARD, THE H. O., CO., 120-130 Sherman st., Chicago. Write for estimates. 1-11

Chase Manufacturers.

BARNHART BROTHERS & SPINDLER, Chicago. Electric-welded steel chases. 7-11

Copper and Zinc Prepared for Half-tone and Zinc Etching.

AMERICAN STEEL & COPPER PLATE COMPANY, THE, 116 Nassau st., New York; 114 Federal st., Chicago; Mermod-Jaccard bldg., St. Louis, Mo. Satin-finish plates. 6-11

Counters.

HART, R. A., Battle Creek, Mich. Counters for job-presses, book-stitchers, etc., without springs. Also paper-joggers, "Giant" Gordon press-brakes. Printers form-trucks. 5-11

Cylinder Presses.

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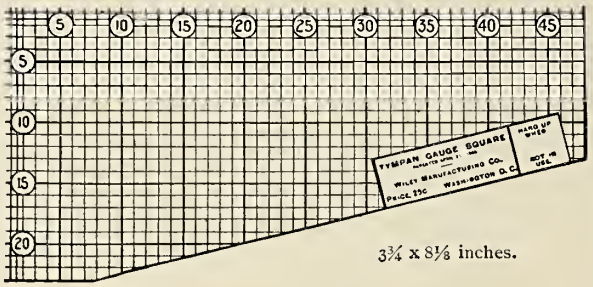
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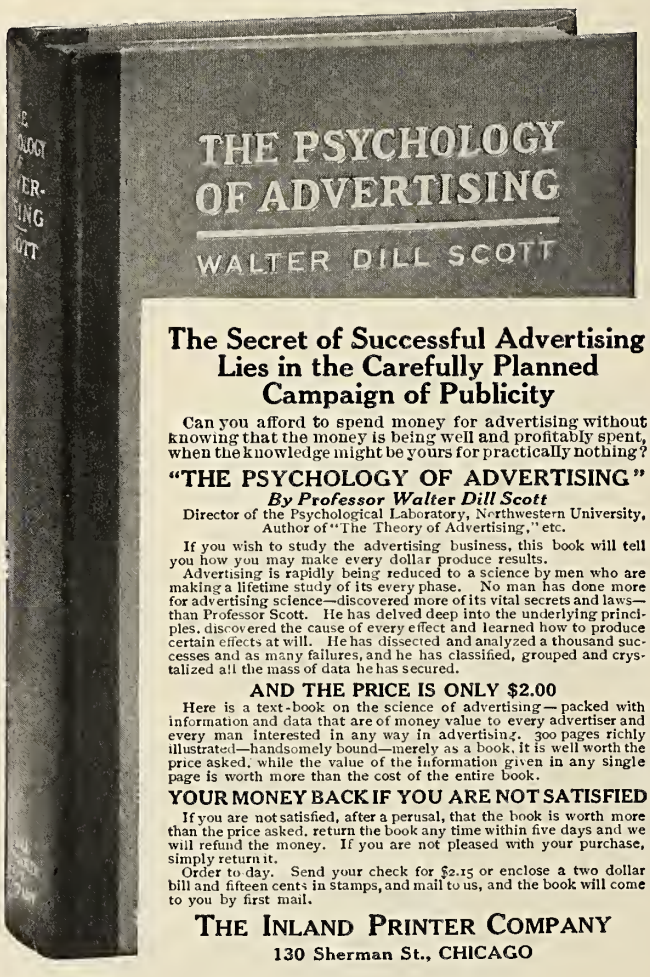
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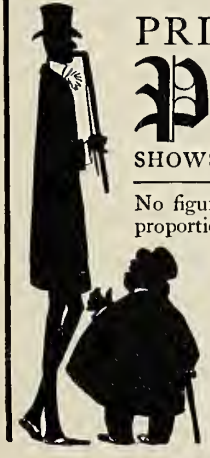
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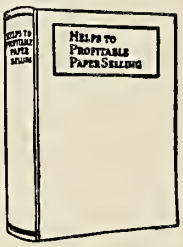
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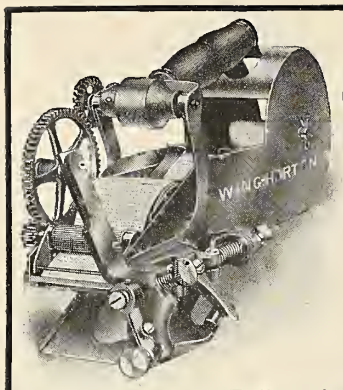
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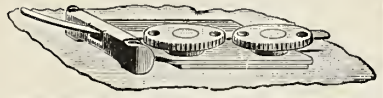
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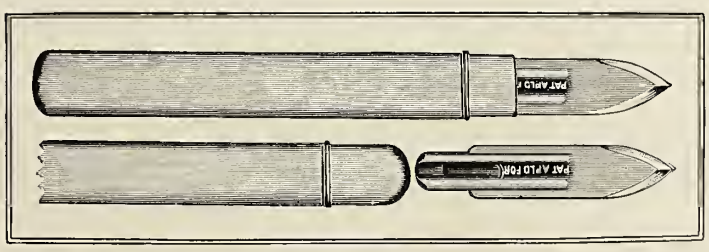
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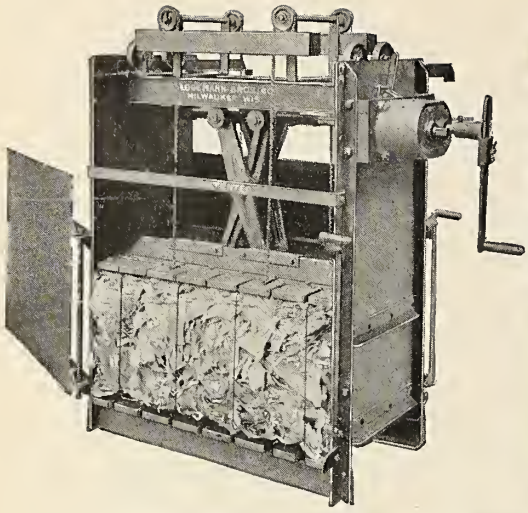
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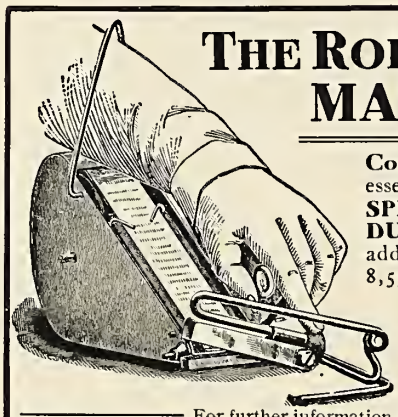
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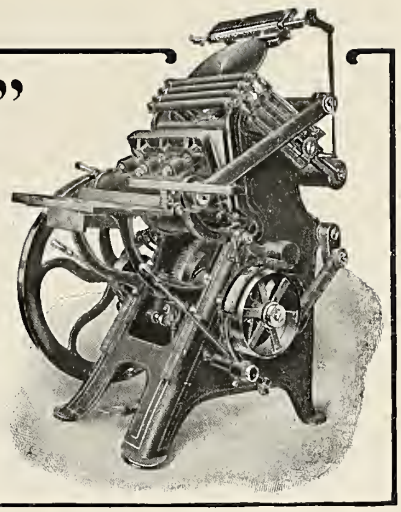
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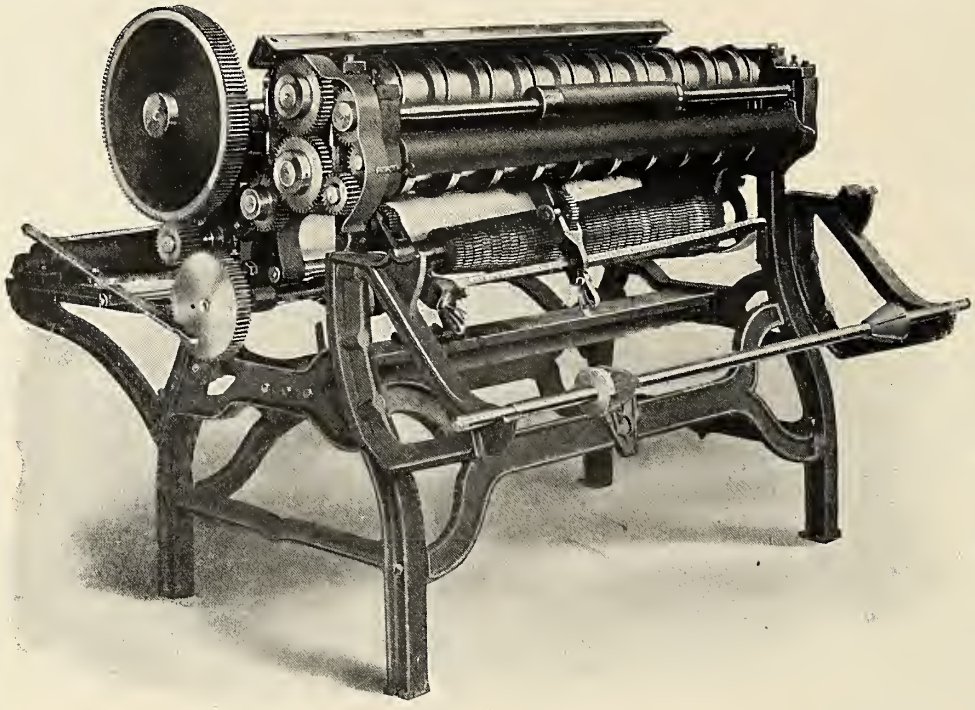
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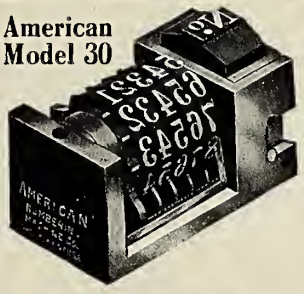
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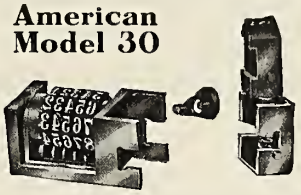
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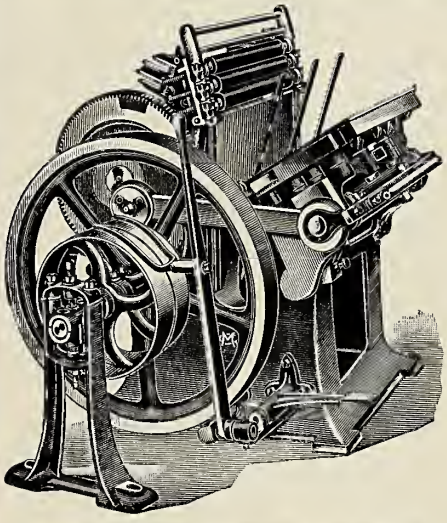
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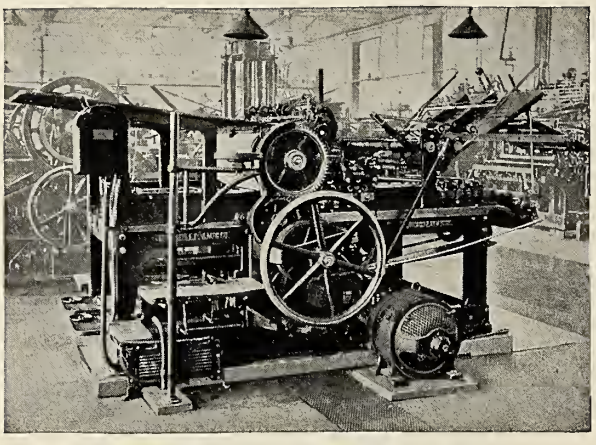
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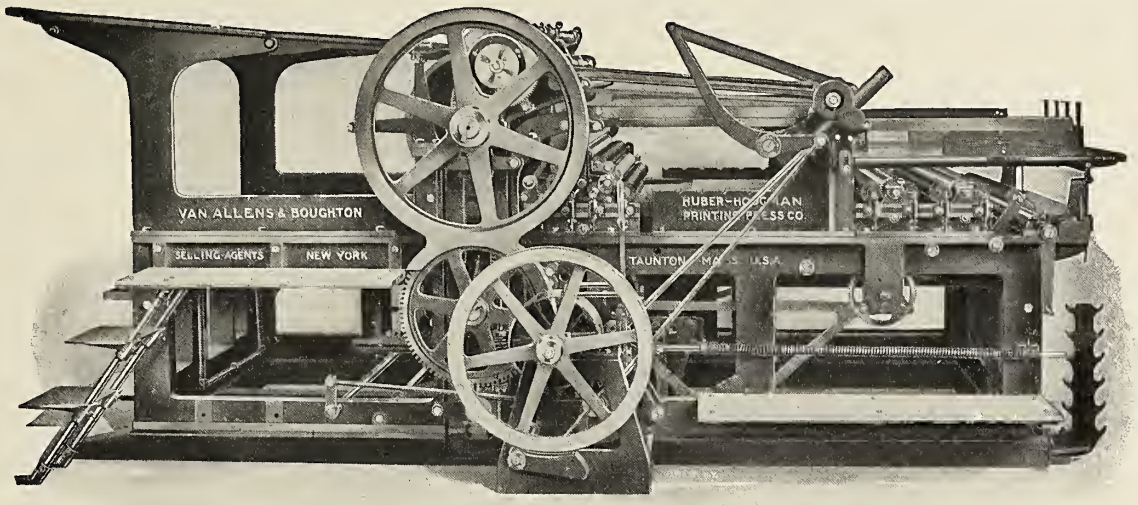
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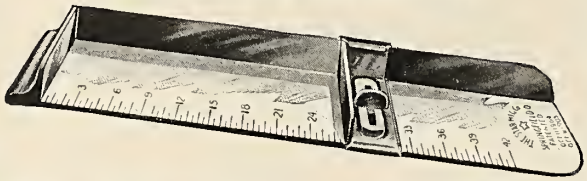
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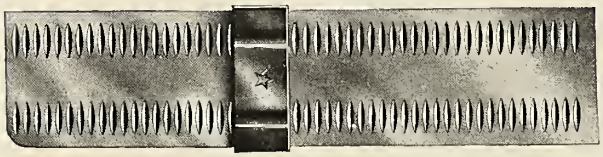
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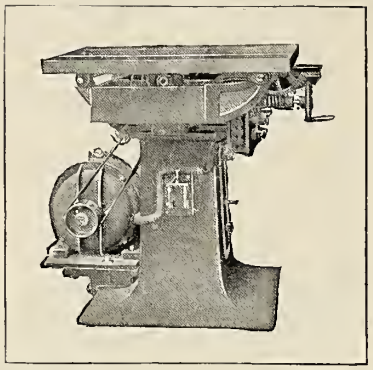
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42x60	Potter, 2-rev., 4-roller	900
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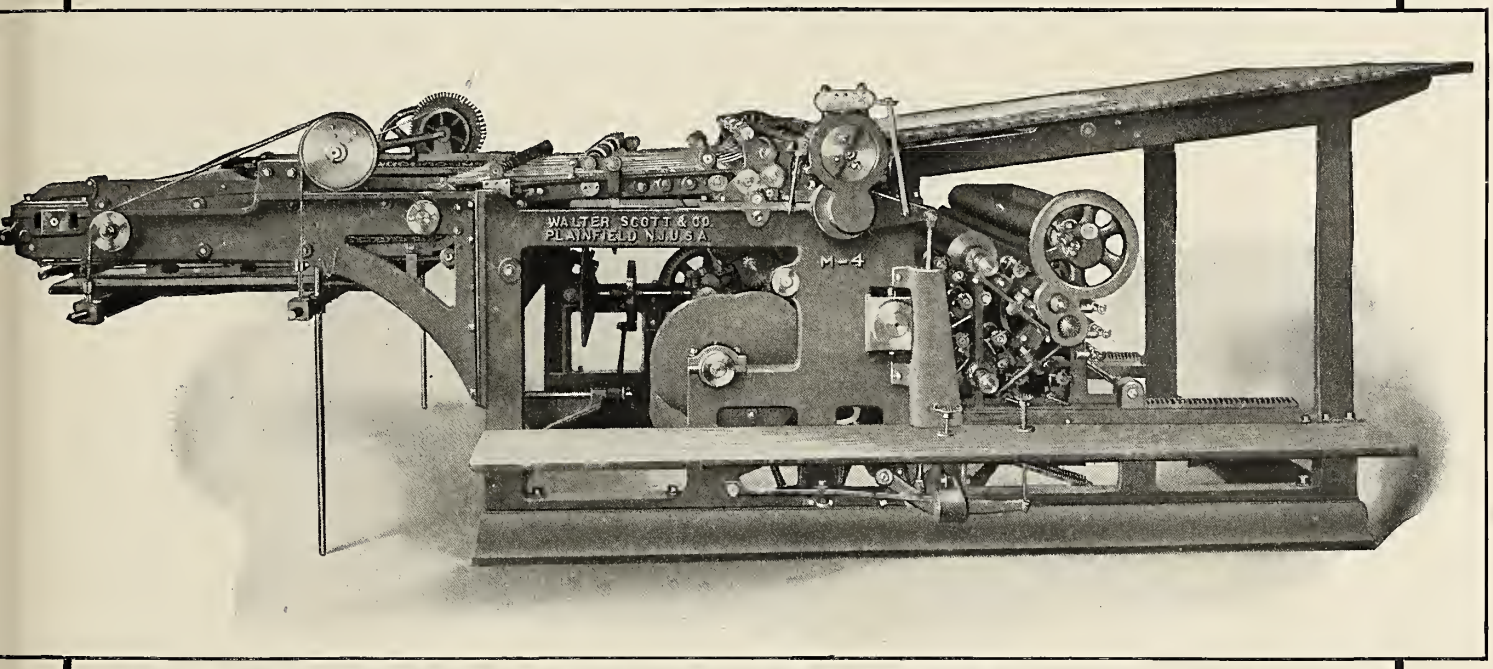
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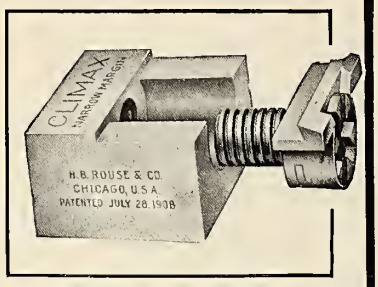
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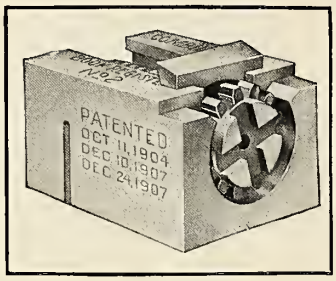
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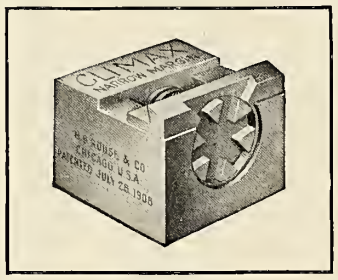
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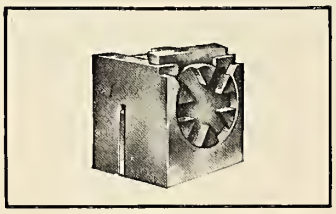
Climax No. 2 (Detail)



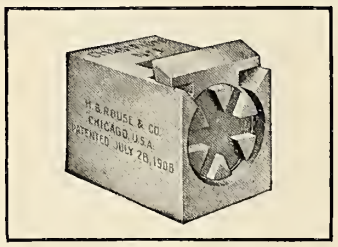
Combination



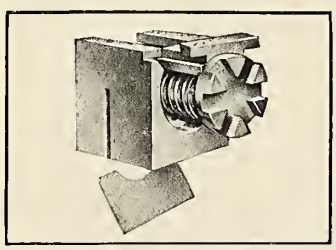
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No. 0 Rouse



Champion No. 1



No. 0 Rouse (Detail)

Eliminate the leaks and make a profit possible.

The Rouse system of Register Hooks and Bases was created to increase print-shop efficiency, that is to say—for the express purpose of saving time in making up forms, and the absolute certainty of correct register.

The three-color industries unanimously use and endorse the Rouse Register Hook system because of its perfect satisfaction—a severe test.

Observe the various illustrations, which give you an idea of the system. The installation of this system is not expensive, but an investment or an asset worth at any time "face value."

Watch out for infringements, and bear in mind that an imitation can not be as good as the genuine. Let us submit prices and further particulars as to what this system will do for the alert and "anxious-to-do-better" printer.

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H. B. ROUSE & CO.

2214-2216 Ward Street, CHICAGO

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What would you think of a proposition that will permit of you increasing the earning power of your presses nearly

900%?

This layout shows how you can print on your own presses on one-half of a 22 x 34 sheet of any quality of paper **five envelopes** and on the other half of this 22 x 34 sheet **four full-sized letter-heads** or **five letter-heads** (two long and three short).

This form can be printed at **one impression** and the half of the sheet on which the envelopes are printed shipped to us and we will make up into our famous **"SURE STICK"** Envelopes.

You have thus produced **five envelopes** and **five letter-heads** (a total of 10,000) at the same expense for presswork that it otherwise would have cost you for printing a *single thousand.*

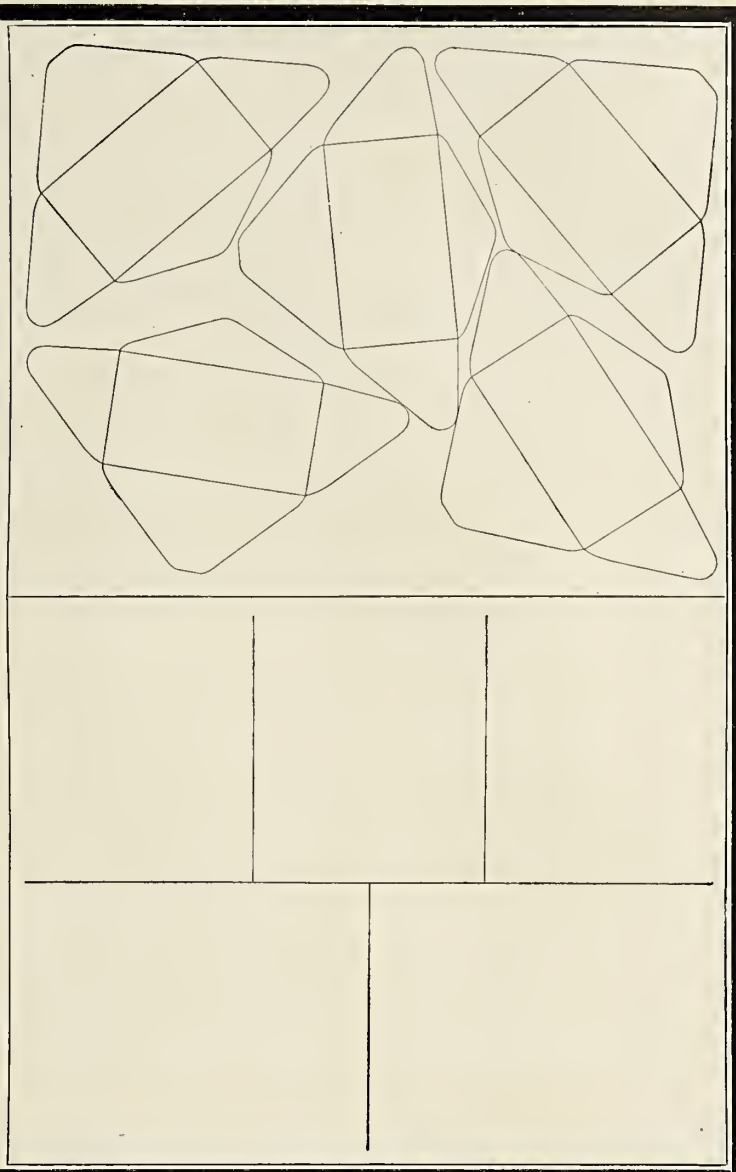
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There is also a very material saving in the net cost of your envelopes, as our price for making will really be a revelation to you. But — we prefer to go over this matter with you in a personal letter.

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The Factory that Protects the Local Printer

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I. P. TWO

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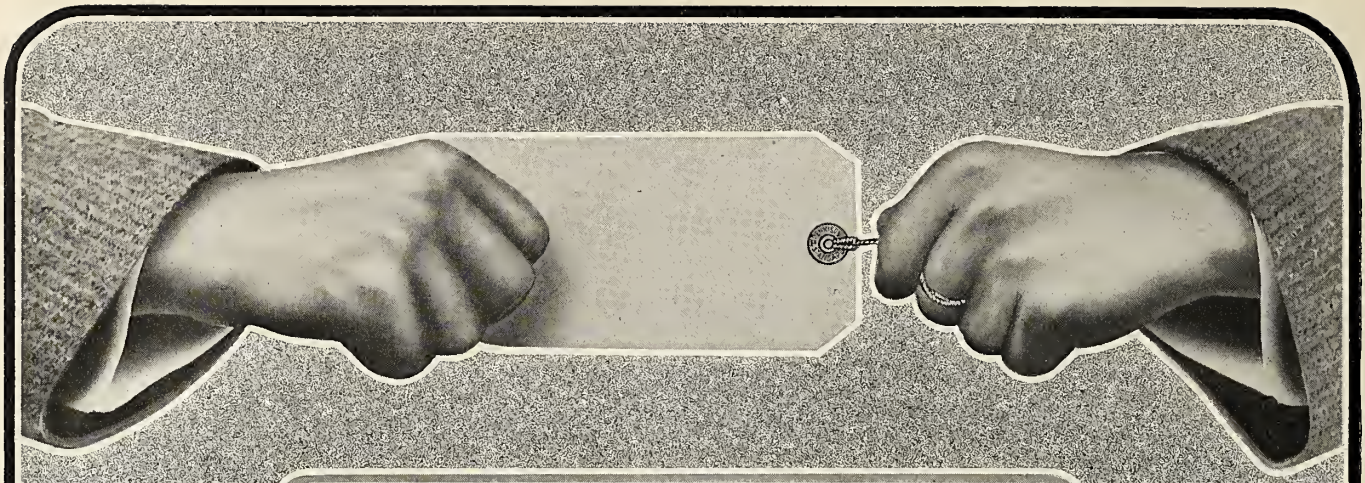
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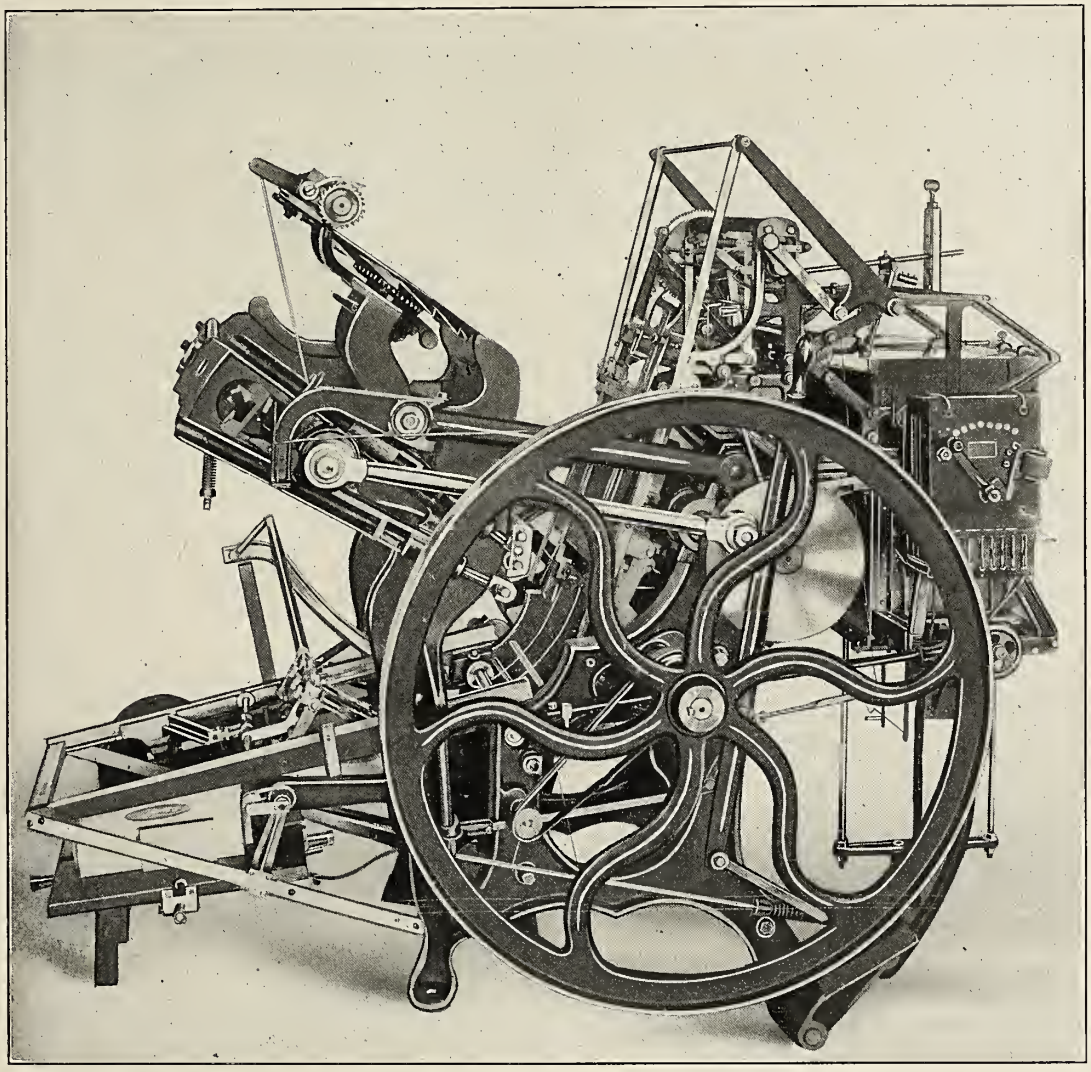
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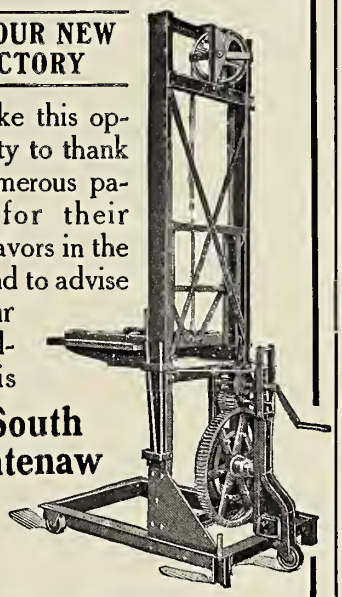
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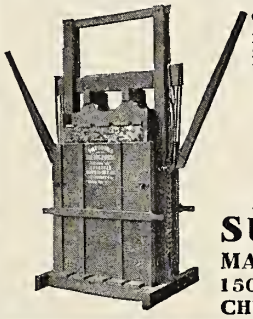
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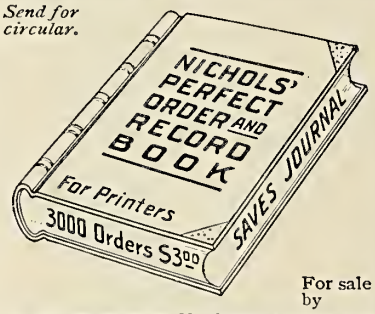
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Megill, Edw. L	779
Meisel Press & Mfg. Co	668
Mergenthaler Linotype Co	Cover
Miehle Printing Press & Mfg. Co	Cover
Miller Saw-Trimmer Co	666
Mittag & Volger	797
Mittineague Paper Co	657
Modern Machine Co	681
Monitor Sales Dept	775
National Lithographer	778
National Machine Co	783
National Steel & Copper Plate Co	797
Niagara Paper Mills	673
Norwich Film	794
Oswego Machine Works	667
Parker, Thomas & Tucker Paper Co	778
Parsons Trading Co	679
Peerless Electric Co	672
Peerless Printing Press Co	683
Printing Art	794
Process Engraver's Monthly	778
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Robbins & Myers Co	800
Rouse, H. B., & Co	790
Rowe, James	680
School of Costs	776
Scott, Walter, & Co	789
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Star Tool Mfg. Co	788
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United Boxboard Co	683
Universal Automatic Type-casting Machine Co.	675
Van Allens & Boughton	787
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Victoria Platen Press Mfg. Co	680
Wagner Mfg. Co	772
Walden Typesetting Co	775
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Whitlock Printing Press Mfg. Co	665
Wiggins, John B., Co	678
White, James, Paper Co	778
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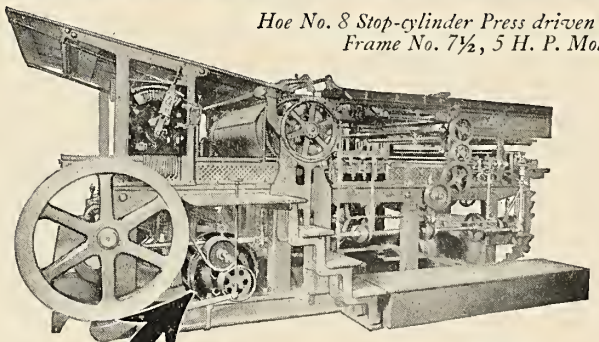
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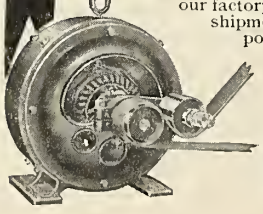
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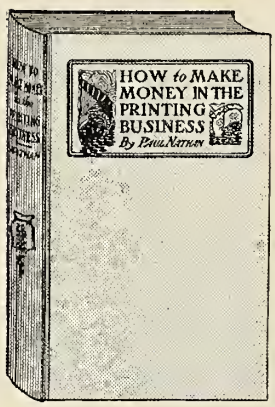
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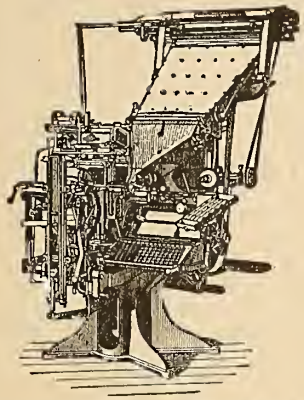
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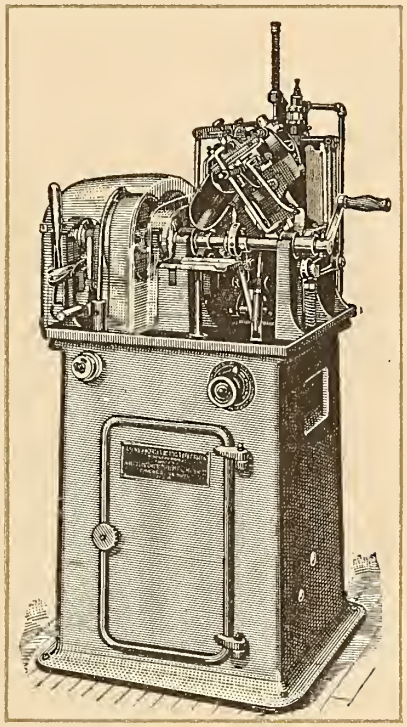
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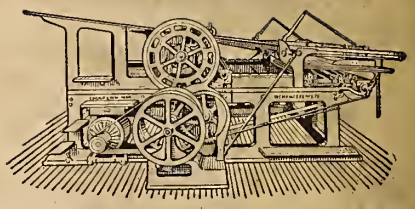
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The Miehle

The following is a list of Miehle Presses shipped during the month of *June 1910*



THIS LIST SHOWS THE CONTINUED DEMAND FOR MIEHLE PRESSES.

Geo. Wm. Brown	Baltimore, Md.	1
Gumaelius & Komp	Stockholm, Sweden	1
Previously purchased forty-five Miehles.		
Traders Printing Co.	Chicago, Ill.	2
Previously purchased two Miehles.		
Regensteiner Colortype Co.	Chicago, Ill.	2
Previously purchased thirteen Miehles.		
Compania Editora National	Mexico City, Mex.	1
Rand, McNally & Co.	Chicago, Ill.	2
Previously purchased for this and other branches thirty Miehles.		
John F. Horn Co.	Chicago, Ill.	1
Previously purchased one Miehle.		
The Sullivan Printing Works	Cincinnati, Ohio	1
Previously purchased four Miehles.		
Larkin & Son	Sacramento, Cal.	1
United States Printing Co.	Cincinnati, Ohio	1
Previously purchased for this and other branches thirty-eight Miehles.		
Geo. Seelman & Sons Co.	Milwaukee, Wis.	1
Previously purchased one Miehle.		
Laurance Press Co.	Cedar Rapids, Iowa	1
Previously purchased two Miehles.		
Butterick Publishing Co.	New York city, N. Y.	2
Previously purchased fifteen Miehles.		
The Silverton Publishing Co.	Chicago, Ill.	1
Van de Kamp & Lorberter	Milwaukee, Wis.	1
Hilton, Hart & Koehn Co.	Detroit, Mich.	1
Keystone Publishing Co.	Philadelphia, Pa.	1
Previously purchased five Miehles.		
Meisenheimer Printing Co.	Milwaukee, Wis.	1
Previously purchased nine Miehles.		
Fred D. Ewell	Chicago, Ill.	1
Simmonds & Simmonds	Chicago, Ill.	1
The Welland Telegraph	Welland, Ont.	1
Zeese-Wilkinson Co.	New York city, N. Y.	1
Previously purchased eleven Miehles.		
Wetzel Bros. Printing Co.	Milwaukee, Wis.	1
Previously purchased six Miehles.		
The Lowe Bros. Co.	Dayton, Ohio	1
Previously purchased one Miehle.		
Stearns Bros. & Co.	Chicago, Ill.	1
Previously purchased ten Miehles.		
Standard Printing Co.	Kansas City, Mo.	1
Previously purchased three Miehles.		
Brown & Bigelow	St. Paul, Minn.	1
Previously purchased thirteen Miehles.		
Logansport Tribune Co.	Logansport, Ind.	1
The Commonwealth Press	Chicago, Ill.	1
Paxton & Evans	Ft. Worth, Tex.	1
El Paso Printing Co.	El Paso, Tex.	1
Myers & Co.	Covington, Ky.	1
Woodward & Tiernan Ptg. Co.	St. Louis, Mo.	1
Previously purchased one Miehle.		
Republic Printing Co.	Wenatchee, Wash.	1
Liberal News Co.	Watertown, N. Y.	1
Kankakee Republican Co.	Kankakee, Ill.	1
Previously purchased one Miehle.		
Excelsior Printing Co.	Chicago, Ill.	1
Previously purchased seventeen Miehles.		
Rubel Loose Leaf Mfg. Co.	Chicago, Ill.	1
Schulte & Cappel	Cincinnati, Ohio	1
The Silent Evangel Society	Indianapolis, Ind.	1
The American Label Mfg. Co.	Baltimore, Md.	2
Previously purchased six Miehles.		
Currier Printing Co.	Chicago, Ill.	1
Schlau, Burnett & Co.	Chicago, Ill.	1
Previously purchased one Miehle.		
R. R. Donnelley & Sons Co.	Chicago, Ill.	1
Previously purchased forty-three Miehles.		
Manz Engraving Co.	Chicago, Ill.	1
Previously purchased twenty Miehles.		
Harnden & Co.	Portland, Ore.	1
The Smith Printery	Warsaw, Ind.	1
Nevins-Church Press	Irvington, N. Y.	1
Previously purchased seven Miehles.		
La Rue Printing Co.	Kansas City, Mo.	1
Previously purchased three Miehles.		
Henderson Bros.	Winnipeg, Man.	1
Hitchings Paper Box Co.	Winnipeg, Man.	1
Lethbridge News	Lethbridge, Alb.	1
The Crown Press	Chicago, Ill.	1
Previously purchased six Miehles.		
Compagnie Francaise des Papiers-Monnaie	Paris, France	1
M. Richard	Paris, France	3
Previously purchased three Miehles.		
H. W. Kingston Co.	St. Paul, Minn.	1
Previously purchased one Miehle.		
G. Freytag	Vienna, Austria	1
Previously purchased four Miehles.		
United States Printing Co.	New York city, N. Y.	1
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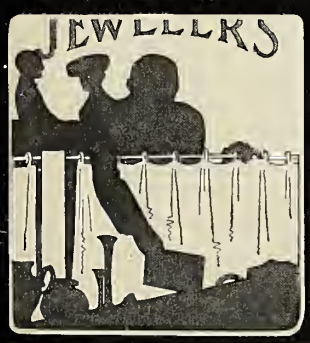
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Hudson Valley Paper Co.	Albany, N. Y.
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Alling & Cory Co.	Buffalo, N. Y.
Alling & Cory Co.	Pittsburg, Pa.
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R. P. Andrews Paper Co.	Washington, D. C.
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Union Paper & Twine Co.	Cleveland, Ohio
Whitaker Paper Co.	Cincinnati, Ohio
James White Paper Co.	Chicago, Ill.
Standard Paper Co.	Milwaukee, Wis.
John Leslie Paper Co.	Minneapolis, Minn.
Graham Paper Co.	St. Louis, Mo.
Graham Paper Co.	Nashville, Tenn.
Graham Paper Co.	New Orleans, La.
Tennessee Paper Co.	Memphis, Tenn.
Carpenter Paper Co.	Omaha, Neb.
Carpenter Paper Co.	Des Moines, Iowa
Carpenter Paper Co. of Utah	Salt Lake City, Utah
Kansas City Paper House	Kansas City, Mo.
Peters Paper Co.	Denver, Colo.
West-Cullum Paper Co.	Dallas, Tex.
Blake, Moffitt & Towne	San Francisco, Cal.
Blake, Moffitt & Towne	Los Angeles, Cal.
Blake, McFall Co.	Portland, Ore.
American Paper Co.	Seattle, Wash.
Tacoma Paper & Stationery Co.	Tacoma, Wash.
Spokane Paper & Stationery Co.	Spokane, Wash.
Henry Lindenmeyer & Sons	London, Eng.
W. V. Dawson & Co.	Montreal, P. Q.
Schmidt & Ziegler	Manila, P. I.

Brother Jonathan Bond - The Commercial Correspondence Paper of the Day



It has been so for over twenty-five years

A thoroughly reliable, high quality Bond Paper, good every day in the year, year in and year out.

(WATERMARKED)
BROTHER JONATHAN BOND

We need not be gifted with the power of oratory to influence you to adopt **Brother Jonathan Bond.** There is need for us only to inform you that we are putting forth our supreme effort in making this paper *the best in every respect* for fine, dignified business stationery, producible at minimum cost.

What we urge upon you more than anything else is, that you inspect this paper without delay; it will pay you. Not until you do this will you be acting fairly to yourself. If you will consent to take time to examine samples, we are confident that your judgment will dictate in favor of this worthy paper.

Brother Jonathan Bond is to be had in White and eleven splendid Tints in Plain and Linen Finish with Envelopes to match. Samples, plain or demonstrative, to be had for the asking.

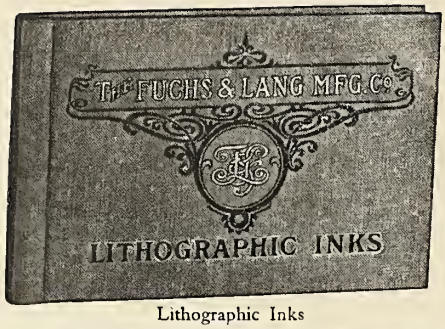
Distributors of "Butler Brands"

Standard Paper Co.	Milwaukee, Wisconsin
Interstate Paper Co.	Kansas City, Missouri
Southwestern Paper Co.	Dallas, Texas
Southwestern Paper Co.	Houston, Texas
Pacific Coast Paper Co.	San Francisco, California
Sierra Paper Co.	Los Angeles, California
Oakland Paper Co.	Oakland, California
Central Michigan Paper Co.	Grand Rapids, Michigan
Mutual Paper Co.	Seattle, Washington
American Type Founders Co.	Spokane, Washington
American Type Founders Co.	Vancouver, British Columbia
National Paper & Type Co. (Export Only)	New York City
National Paper & Type Co.	City of Mexico, Mexico
National Paper & Type Co.	City of Monterey, Mexico
National Paper & Type Co.	Havana, Cuba

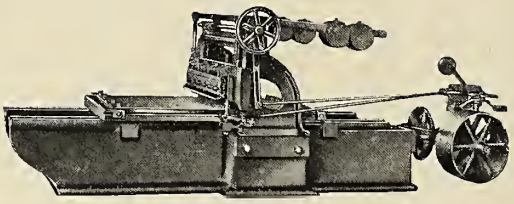
Address Division 1

J.W. Butler Paper Co.

Chicago Established 1844



Lithographic Inks

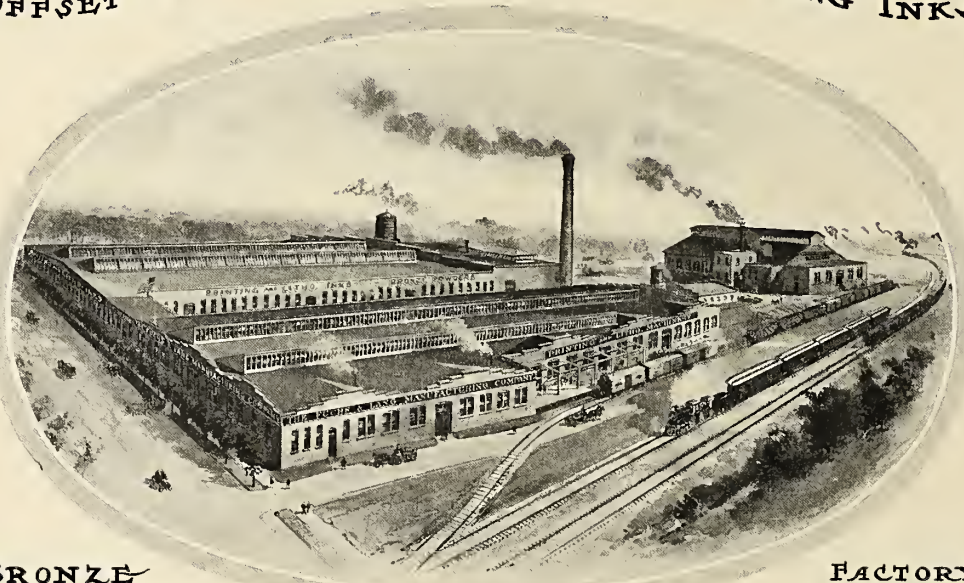


Litho Stone Planer

LITHOGRAPHIC SUPPLIES AND INKS

OFFSET SUPPLIES

PRINTING INKS



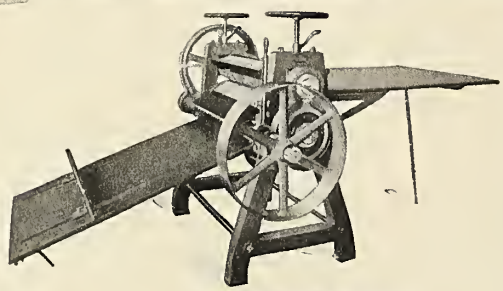
BRONZE POWDER

FACTORY RUTHERFORD N. J.

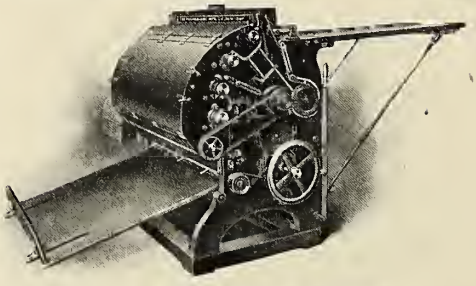
MACHINERY FOR LITHOGRAPHERS AND PRINTERS

The FUCHS & LANG M'F'G Co.

150 N. FOURTH ST. PHILADELPHIA / 29 WARREN ST. NEW YORK / 328 DEARBORN ST. CHICAGO



Roller Embossing Machine

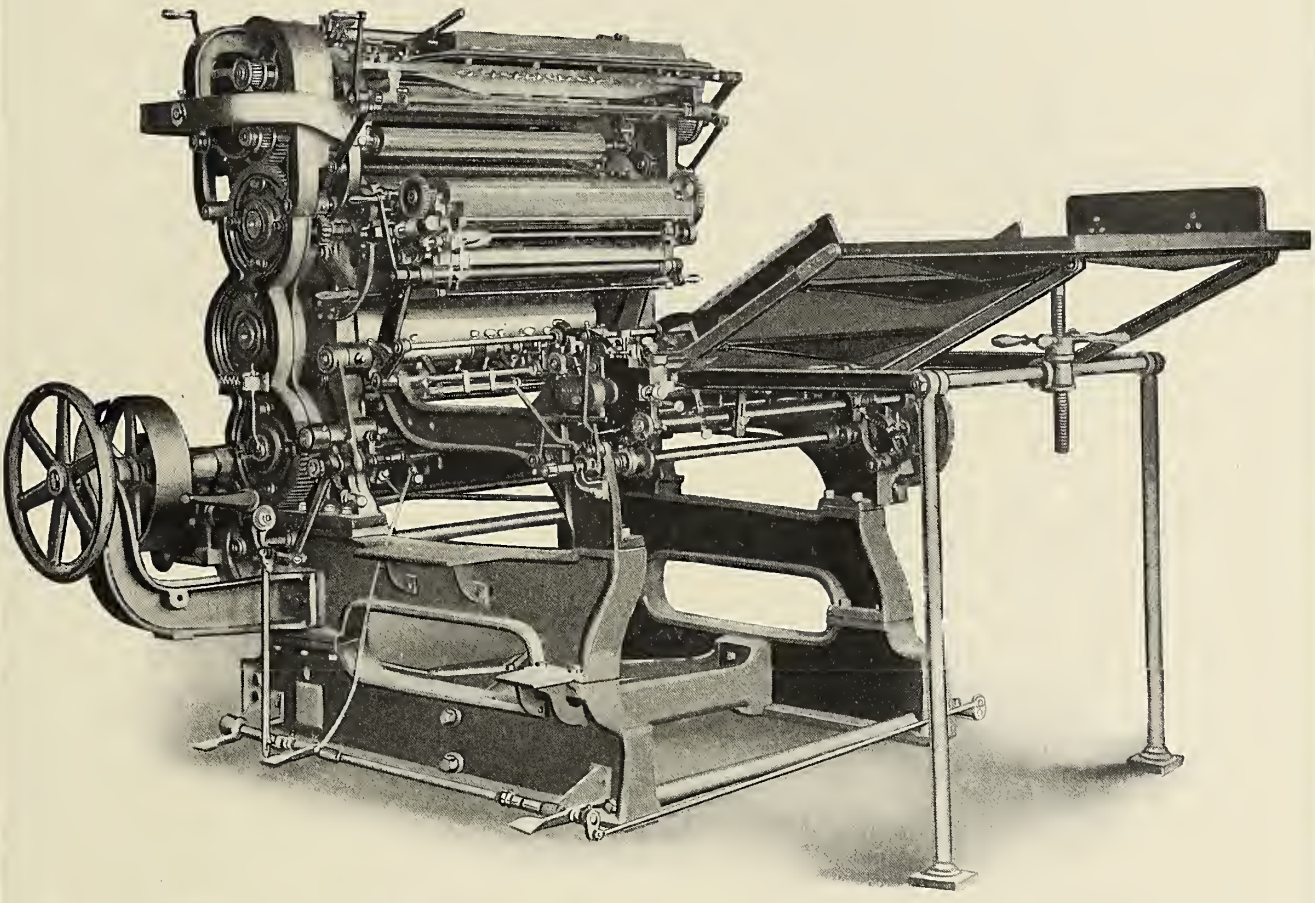


Century Bronzing Machine

66 Per Cent

of *all* Offset Presses of *all* makes in the territory West of Buffalo, Pittsburg and Atlanta to the Pacific Coast are

HARRIS



34 Per Cent **divided among *six* other makes.**

What is the answer? Write

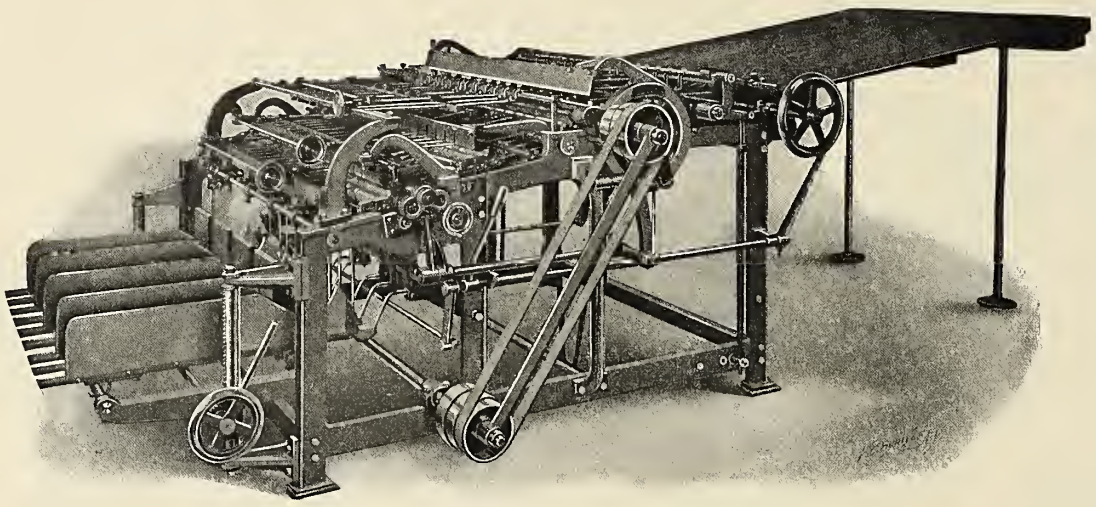
THE HARRIS AUTOMATIC PRESS CO.

CHICAGO OFFICE
Manhattan Building

FACTORY
NILES, OHIO

NEW YORK OFFICE
1579 Fulton
Hudson Terminal Building

THE CHAMBERS
Paper Folding Machines



Drop-roll Parallel Folder with Hand Feed Table

AUTOMATIC FEEDERS FURNISHED

Will deliver and pack a folded page as narrow as 2½ inches in 16s. Greatest width 6 inches.

Will fold 8s ranging in width from 3 to 12 inches.

Will deliver in long strips or cut into 2, 3 or 4 sections.

Sharp, accurate folding guaranteed.

Chambers Brothers Co.

Fifty-second and Media Sts., Philadelphia, Pa.

Chicago Office : : : 524 West Jackson Boulevard

Strathmore Talks

[No. 13]

¶ Investment or expense—which do you consider advertising literature? It all depends upon the advertising literature.

¶ In either case the printer has considerable responsibility. Many a time, if the printer would show by specimen and by his own earnest belief and enthusiasm (be a true salesman, in other words), he could turn the consumer's mind to something that would be an investment.

¶ If more printers would realize that investment advertising literature means their own bread and butter, and work on this selfish basis, they and their customers would be better off.

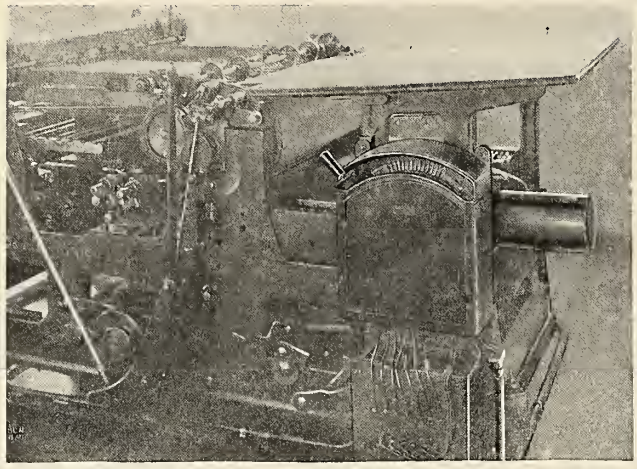
¶ It is probably cracking an old nut to mention that the "STRATHMORE QUALITY" Book and Cover Papers make advertising literature that is advertising literature. Most people know it, but sometimes that two, three or five cents per pound is too much for their courage when that infinitesimal difference per catalog will have an important bearing upon its successful outcome.

Strathmore Japan	Old Stratford Parchment Cover
Strathmore Deckle Edge	Old Cloister Cover
Old Stratford Book	Rhododendron Cover
Alexandra Book	Rhododendron Folding Bristols
Alexandra Japan	Adirondack Cover

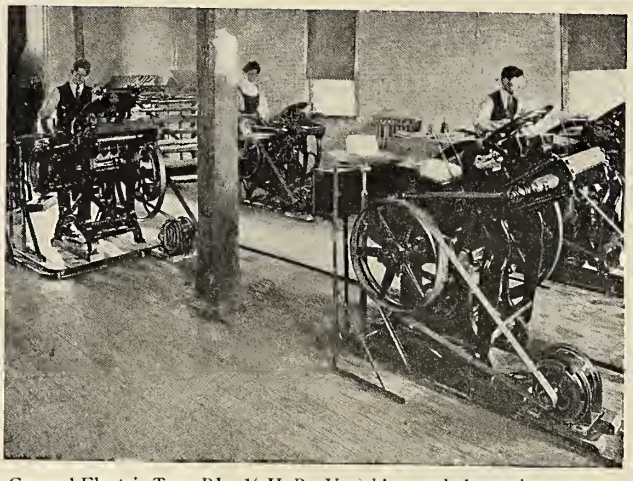
MITTINEAGUE PAPER COMPANY

The "STRATHMORE QUALITY" Mills

MITTINEAGUE, MASS., U.S.A.



Arrangement of General Electric Controller and resistance on Babcock Optimus Press.



General Electric Type RI. ½ H. P. Variable speed alternating current motors driving one Peerless and three Chandler & Price Job Presses.

General Electric AC Motors With Wide Speed Variation *for*

Printing Presses

For the operation of small printing-presses where alternating current is available, the General Electric Type RI variable speed, single phase motor furnishes ideal power.

The enterprising proprietor of an up-to-date printing establishment whose presses are operated by these motors says:

WARREN, PA., February 12, 1909.

GENERAL ELECTRIC CO., Pittsburg, Pa.:

Gentlemen,—The Warren Electric Light Co. have completed the installation of the individual "RI" motor drive for our presses, and after a thorough trial I am convinced that it is the perfect power.

The flexibility of the motor drive makes it possible to get out better and more work at a very low power cost. The motors are little beauties and run like a charm.

It is certainly surprising how much lighter, cleaner and quieter my plant is now than with the old shafting, and confirms the opinion expressed by you at the time I purchased the equipment.

Yours very truly,

(Signed) JOHN T. NEWELL.

One year later Mr. Newell confirms his statement.

WARREN, PA., January 14, 1910.

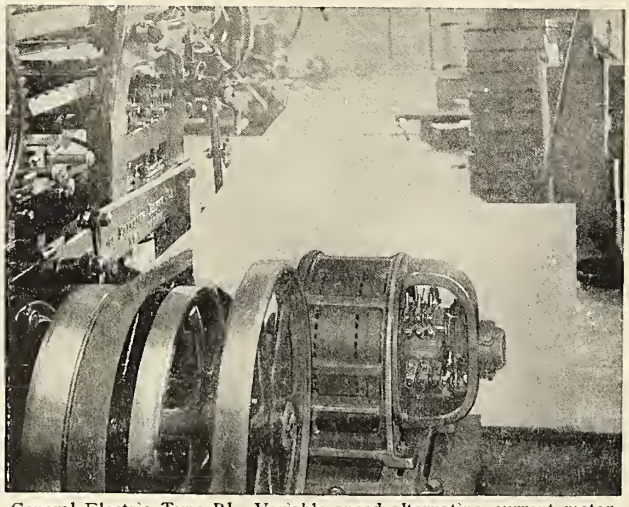
MR. FRED M. KIMBALL, *Manager*, Small Motor Department, General Electric Co., West Lynn, Mass.:

Dear Sir,—I wish to verify my statement made a year ago in reference to my complete equipment of type "RI" motors and say that they have been entirely satisfactory, and we have had no occasion to call in any "motor doctors." My power bills are one-third cheaper than formerly, and in addition I have two more machines.

I highly recommend your type "RI" motors for printing-offices or work requiring variable speed.

Very truly yours,

(Signed) JOHN T. NEWELL.



General Electric Type RI. Variable speed alternating current motor arranged for belted individual drive of Babcock Optimus Press.

Can not the capacity of *your* plant be increased and the power cost reduced by installing an individual RI motor drive? Our engineers will be glad to tell you without charge. Write them.

General Electric Co.

The Largest Electrical Manufacturers in the World

PRINCIPAL OFFICE: **Schenectady, N. Y.**

SALES OFFICES IN THE FOLLOWING CITIES—Atlanta, Ga.; Baltimore, Md.; Boston, Mass.; Buffalo, N. Y.; Butte, Mont.; Charlestown, W. Va.; Charlotte, N. C.; Chicago, Ill.; Cincinnati, Ohio; Cleveland, Ohio; Columbus, Ohio; Denver, Colo.; Detroit, Mich. (Office of Sol'g Agt.); Indianapolis, Ind.; Kansas City, Mo.; Los Angeles, Cal.; Minneapolis, Minn.; Nashville, Tenn.; New Orleans, La.; New Haven, Conn.; New York, N. Y.; Philadelphia, Pa.; Pittsburg, Pa.; Portland, Ore.; Richmond, Va.; Salt Lake City, Utah; San Francisco, Cal.; St. Louis, Mo.; Seattle, Wash.; Spokane, Wash.; Syracuse, N. Y.

The Ault & Wiborg Co.



MANUFACTURERS OF

LETTERPRESS AND LITHOGRAPHIC

PRINTING INKS

CINCINNATI · NEW YORK
CHICAGO · ST. LOUIS · BUFFALO · PHILADELPHIA
MINNEAPOLIS · SAN FRANCISCO · TORONTO · HAVANA
CITY OF MEXICO · BUENOS AIRES · PARIS · LONDON ·

What do *you* know about Zinc Plates?

¶ Most zinc plates are sold at an absurdly high price. A&W Zinc Plates, any size, any style grain at 15c. per square foot, are backed up, every inch, by our reputation

If
your information is limited or
hazy, you need

Zincology

(THE BOOKLET THAT TELLS)

THE possibilities of printing from zinc are so ***very*** big that when we got into the subject, enthusiasm took the place of curiosity. We've put some of these pertinent facts into print so you can absorb them quickly.

Obey that impulse
and write for the booklet before your
competitor does

¶ IT'S THE PRINTER WHO DOES IT WHILE THE OTHERS ARE SAYING "IT CAN'T BE DONE," WHO SHAKES HANDS WITH SUCCESS

THE AULT & WIBORG COMPANY

Cincinnati

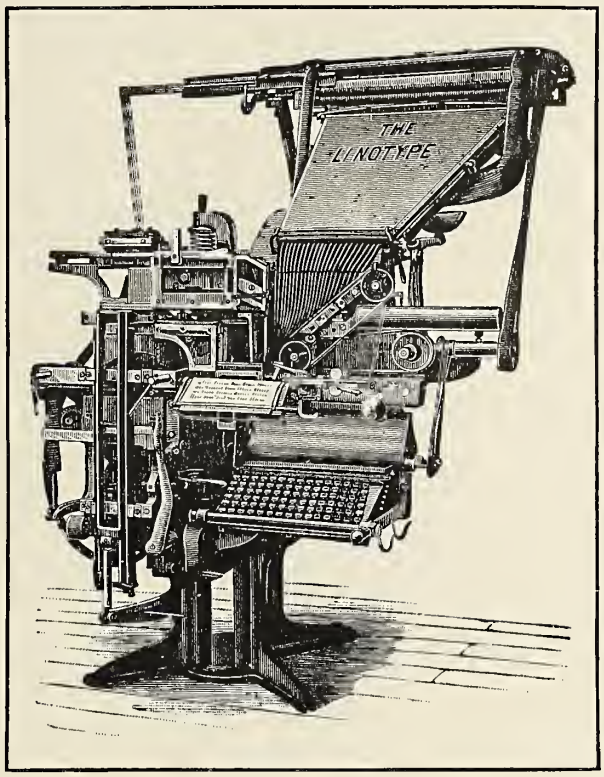
New York *Chicago* *St. Louis* *Buffalo* *Philadelphia*
Minneapolis *San Francisco* *Toronto* *Montreal* *Havana*
City of Mexico *Buenos Aires* *Paris* *London*

ALL sizes of matrices from **5 pt.** to **11 pt.,** inclusive,

ALL sizes of bodies from **5 pt.** to **14 pt.,** inclusive,

ALL measures from **5 ems** Pica to **30 ems** Pica, inclusive,

Can be used in the



Two-Letter Rebuilt Model 1 Linotype Machines

SOLD BY THIS COMPANY

All machines rebuilt and sold by us are guaranteed to do as good and as much work as when new.

New matrices sent with all machines.

We use genuine Linotype parts purchased from the Mergenthaler Linotype Company in rebuilding machines.

All parts used are standard and can be duplicated from the Linotype Company.

Price, including one magazine, one font new 2-letter matrices, one set of spacebands and 2-letter U. A. mold, **$2,000.00.**

Machines ready to ship. Write for terms.

Gutenberg Machine Company

WILL S. MENAMIN,
President and General Manager

545-547-549 Wabash Ave., CHICAGO, ILL.

The PREMIER

The Whitlock Pony

The High-speed Newspaper Press

THE LATEST
AND
THE BEST

All leaders in their respective fields

Let us tell you about them

AGENCIES

Chicago, St. Louis, Cleveland, Cincinnati, Detroit, Minneapolis, Kansas City, Denver, Los Angeles, San Francisco, Spokane, Seattle, Dallas—AMERICAN TYPEFOUNDERS CO.

Atlanta, Ga.—Messrs. J. H. SCHROETER & BRO., 133 Central Ave.

Toronto, Ont.—Messrs. MANTON BROS., 105 Elizabeth St.

Halifax, N. S.—PRINTERS' SUPPLIES, Ltd., 27 Bedford Row.

London, Eng.—Messrs. T. W. & C. B. SHERIDAN, 65-69 Mt. Pleasant, E. C.

Sydney, N. S. W.—Messrs. PARSONS & WHITMORE, Challis House, Martin Place.

The WHITLOCK PRINTING-PRESS MANUFACTURING COMPANY
DERBY, CONN.

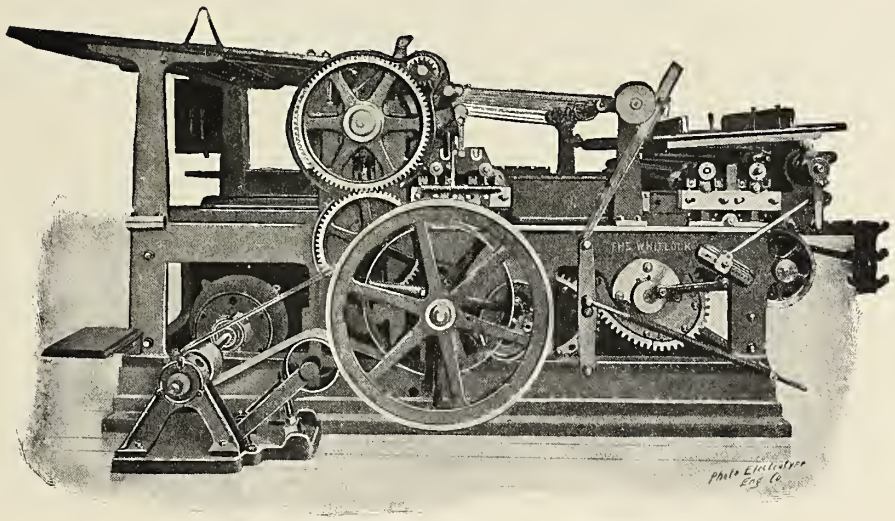
NEW YORK, 23d Street and Broadway
Fuller (Flatiron) Building

BOSTON, 510 Weld Building, 176 Federal Street

SPRAGUE ELECTRIC MOTORS

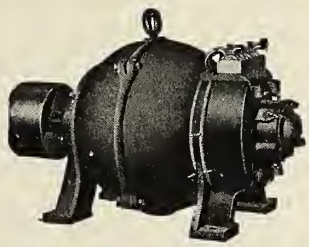
THE MOTORS THAT MOST PRINTERS USE

They increase the output and eliminate the evil of dirt and grease dropping from the overhead shafting.



Sprague Electric Round-type Motor belted to No. 2E Whitlock Press.

These Motors are designed especially for the Printing and Allied Trades



SPRAGUE ELECTRIC ROUND-TYPE MOTORS

Shown in accompanying illustration.

Our handsome 74-page Bulletin No. 2294, with many illustrations and a long list of installations, will be sent upon request.

and are used extensively throughout this country and abroad, in both large and small establishments.

They reduce power expense and are safe, reliable, economical and easy to operate.

We make motors from $\frac{1}{20}$ h. p. up to 500 h. p. and are able to give correct specifications to prospective users, and to furnish the most practical and modern electric drive for all classes and sizes of machines, from the smallest in the bindery to the largest newspaper presses.

The general appearance of the motors is very attractive, and the excellent finish and graceful design are well in keeping with their many other details of superiority.

Motors can be shipped immediately from stock.

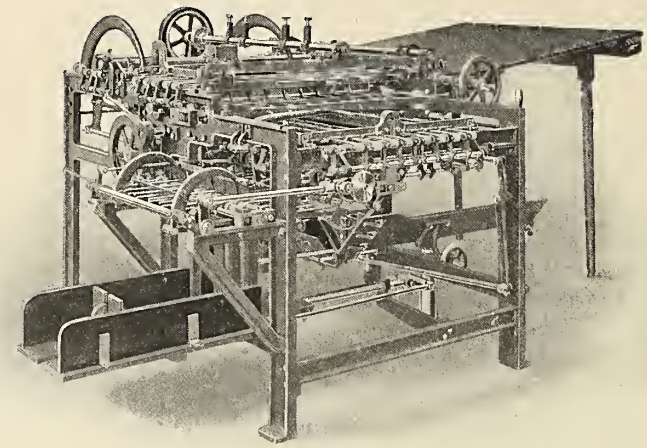
The perfection of design and the thoroughness of construction have made the Sprague Electric Motors universal favorites for driving printing-presses, stereotyping and electrotyping machines, cutters, folders, stitchers, linotype and monotype machines, etc.

They do the work with economy and precision.

SPRAGUE ELECTRIC COMPANY

General Offices—527-531 West Thirty-fourth Street, City of New York

Branch Offices—CHICAGO, ST. LOUIS, MILWAUKEE, BOSTON, PHILADELPHIA, PITTSBURG, BALTIMORE, ATLANTA, NEW ORLEANS, SAN FRANCISCO, SEATTLE



Special Catalog Folder

Folds regular and oblong. Will fold 6, 8, 10, 12, 16, 24 and 32 pages in single sections or in gangs. Automatic Registers throughout.

No! We do not misrepresent, falsify or mislead in order to obtain business. *We do not have to.*

No! We do not attempt side issues that are simply poor imitations. *We make a specialty of paper-folding machinery.*

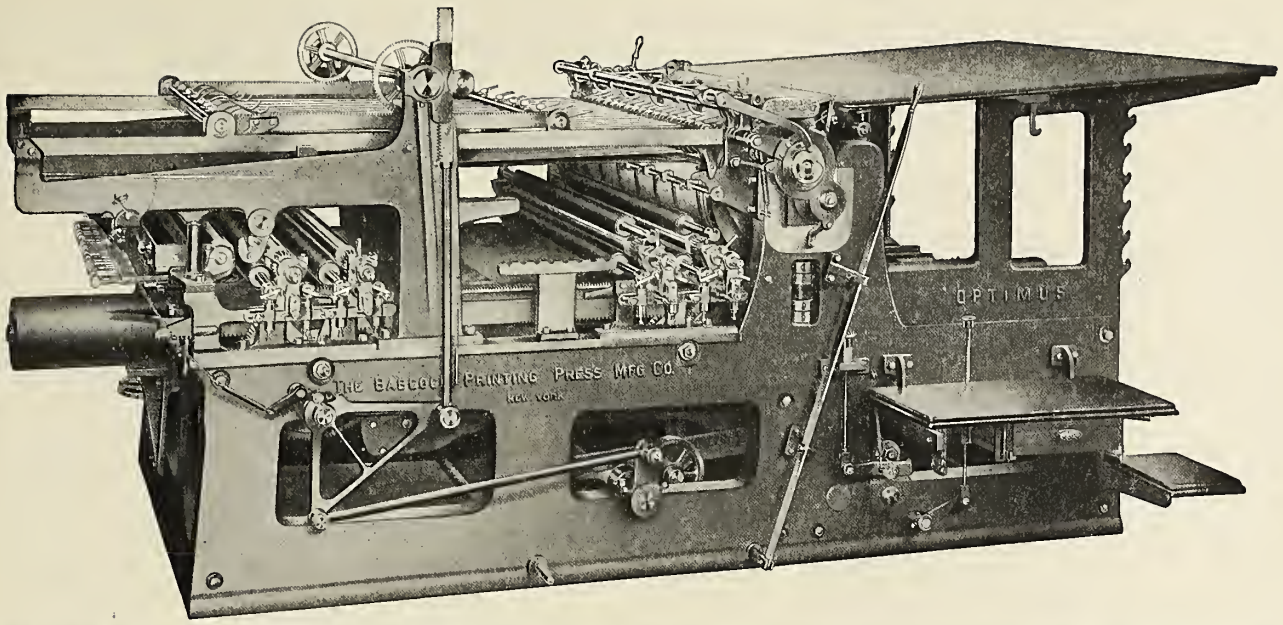
No! We do not make a machine-shop out of your office trying to erect, complete and install a machine successfully.

No! It does not take one of our erectors from two to three weeks or a month erecting a machine and trying to find out what is the matter with it. Our machines are thoroughly tested before shipping.

Made by

Brown Folding Machine Company

Erie, Pennsylvania



THE HEAVIEST, SIMPLEST, MOST COMPACT AND HANDSOMEST TWO-REVOLUTION. COMPARE THIS ILLUSTRATION WITH THAT OF ANY OTHER

THE BABCOCK PRINTING PRESS MANUFACTURING CO., NEW LONDON, CONNECTICUT
New York Office, 38 Park Row. John Haddon & Co. Agents, London. Miller & Richard, Canadian Agents, Toronto, Ontario.

BARNHART BROS. & SPINDLER, WESTERN AGENTS, 183-187 MONROE STREET, CHICAGO
Great Western Type Foundry, Kansas City, Missouri; Great Western Type Foundry, Omaha, Nebraska; Minnesota Type Foundry Co., St. Paul, Minnesota; St. Louis Printers Supply Co., St. Louis, Missouri; Southern Printers Supply Co., Washington, District Columbia; The Barnhart Type Foundry Co., Dallas, Texas; National Paper & Type Co., City of Mexico, Vera Cruz, Monterrey, and Havana, Cuba. On the Pacific Coast—Pacific Printers Supply Company, Seattle, Wash.

The Babcock Optimus
The Babcock Optimus

The very best assurance buyers can have that satisfaction will follow the installation of a new machine is in the condition and performance of the old machines of that make.

We made the first Optimus presses many years ago when comparatively little was known by anyone of the two-revolution type, and when printing conditions were far from the exactions now prevailing. After more than twenty years these first Optimus presses are still in use, in some cases in big pressrooms satisfactorily competing on modern work with modern machines. Other two-revolutions of that early time are no longer made, while many born since have died.

The old Optimus must have been fundamentally sound and meritorious to still exist with vitality sufficient to as easily carry modern burdens as do those others that have been especially made to meet them.

What the very old Optimus presses are, and what they are doing, make us proud of them. Especially satisfactory are later old machines with the ball and socket bed motion, not one of which is out of register, while all show superiority in strength, distribution, speed and wear resistance, *after many years of use.* In the light of present knowledge we do not claim that these old machines are perfect; we do claim *that they are an existing, tangible encouragement to everyone to buy Optimus presses now;* for the fundamentally vital and exclusive features that have won Optimus success are those, made better, that have been used all these years under every printing condition. Time, the unprejudiced tester, has established their value for the favorable consideration of the present inquirer.

Look up the late Optimus presses! They are greatly better than these old machines that are so good. Improvements have been constant in both big and little things, especially in those that make for convenience, relieve the operator of labor, and expedite production.

It has never been possible to buy a press as fit for the hardest conditions and service as the Optimus, and this is equally true now.

The Babcock Optimus

SET IN AUTHORS ROMAN

ESTABLISHED 1830



To the Trade:

We beg to announce a NEW

Coes · MICRO-GROUND · Knife

which we are selling as our "New Process" Knife. We have been supplying this knife in its improved form for over a year to our largest customers with the best results.

It is sold on our regular list *at no advance* in price.

Following our established habit of *raising quality* to the customer at no extra expense to him.

Same package. Same warrant. Ask us.

LORING COES & CO., Inc.
DEPARTMENT COES WRENCH CO.
WORCESTER, MASSACHUSETTS.

NEW YORK OFFICE — G. V. ALLEN, 21 Murray Street
Phone, 6366 Barclay

COES RECORDS

First to use Micrometer in Knife work	1890
First to absolutely refuse to join the Trust	1893
First to use special steels for paper work	1894
First to use a special package	1901
First to print and sell by a "printed in figures" Price-list	1904
First to make first-class Knives, *any kind*	1830 to 1905

COES is Always Best!



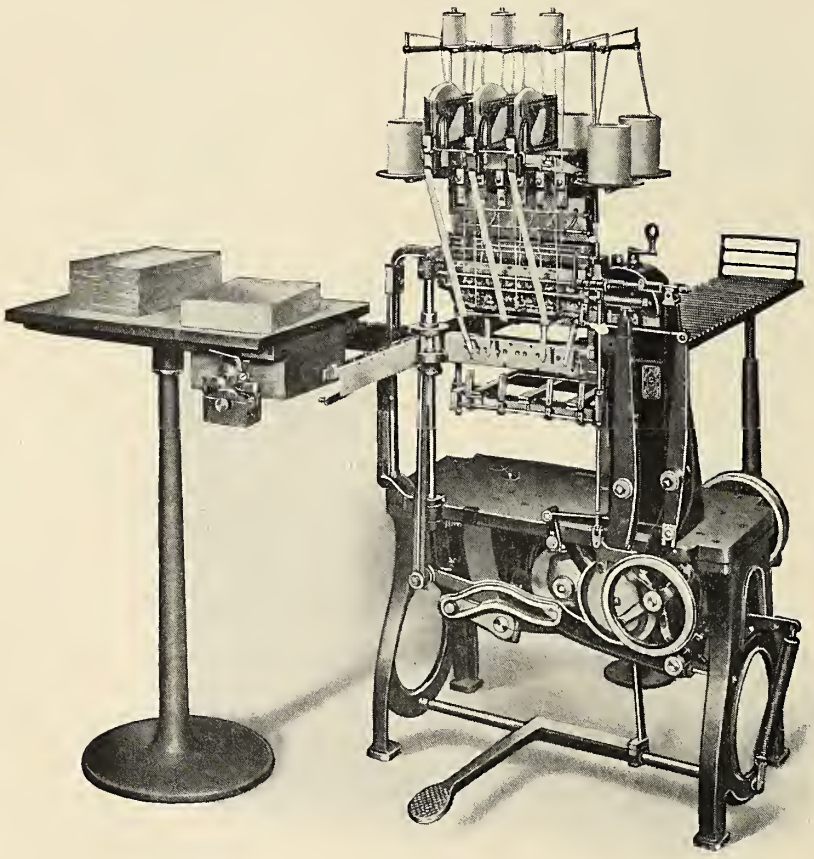
Woronoco Bond

"Ask the man who uses it"
(With acknowledgments to Packard)
Or, another way, just as convincing, refer to the WORONOCO BOOKS, and see for yourself. If you haven't the books, ask us.

WORONOCO PAPER COMPANY
WORONOCO, MASS., U. S. A.

New Model No. 3 Smyth

Book-Sewing Machine



THE popular machine for edition work, catalogues, school books, pamphlets, etc. Performs several styles of sewing — will braid over tape, sew through tape with or without braiding, or sew without tape or twine. No preparation of the work necessary before sewing.

Its fine construction, interchangeable parts, simplicity and rapid operation, have made it the most popular machine for Bookbinders the world over.

Other sizes to suit every requirement.

WRITE FOR PARTICULARS

E. C. FULLER COMPANY

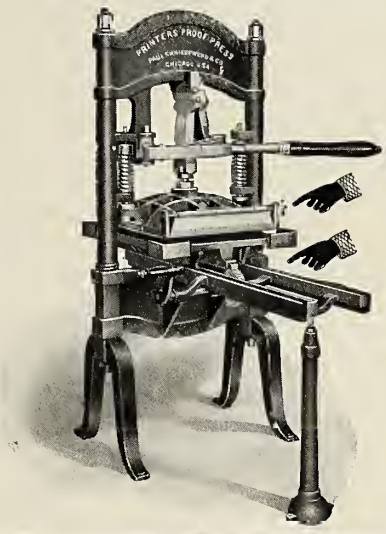
FISHER BUILDING, CHICAGO

28 READE STREET, NEW YORK

IS A PROOF A PROOF?

Yes, *but* there are different degrees of proofs, as "rough proofs," "planer proofs," "press proofs," etc. The up-to-date printer *knows* he can obtain the *best proofs only* on a "flat-impression" press, and that *that* press is the **Shniedewend Printers' Proof Press,** which *never fails.*

The new Rack and Pinion Bed Movement is a valuable feature of the Shniedewend Press. The Tympan-on-the-Platen Device is a great time-reducer on any hand press.





THE CUTTER with a positive shear cut, easy action, rigid, durable, that will last a lifetime, and require few repairs *in* that time, is the cheapest cutter to buy, and that cutter **is the Reliance Lever Paper Cutter.** Guaranteed as represented.

Write for Circulars, giving prices and sizes of these machines, direct to the manufacturers

Paul Shniedewend & Co.
627 W. Jackson Blvd., CHICAGO, U. S. A.

ALSO

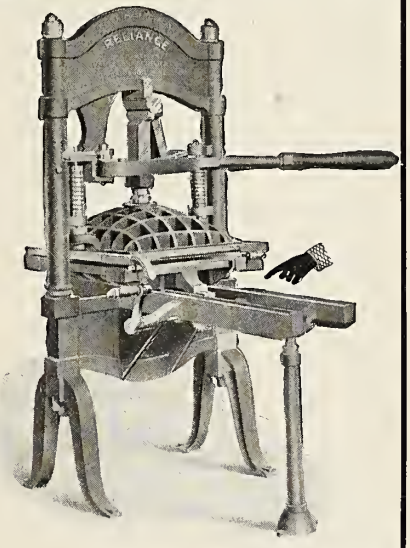
SOLD BY YOUR DEALER

THE BEST HALF-TONE

Proofs are requisite to satisfy your customer that *your* work is O. K. The *best* always *pays,* is cheapest and most satisfactory.

The **RELIANCE** has earned its reputation of being the only recognized **Photo-engravers' Proof Press** because it fulfills its purpose — produces *perfect proofs.*

Also sold by Williams-Lloyd Machinery Co., Geo. Russell Reed Co., Toronto Type Foundry Co.





(Showing the simple method of operation.)

This Type-case Cleaner

should be in the hands of every printer, and its *purpose* and *price* are worthy of your careful investigation.

A Time and Health Saver for the Composing-room.

THE VACUO-BELLOWS TYPE-CASE CLEANER cleans your type cases without removing from racks or cabinets. Cleans quickly and removes dust without a particle arising in the air to endanger your health.

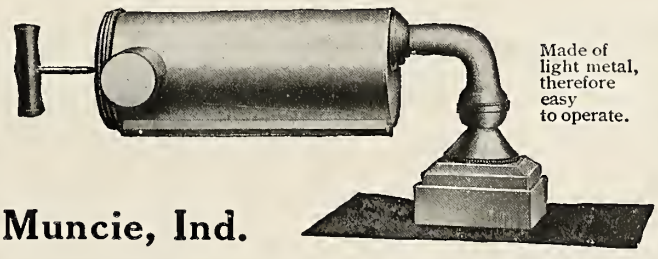
It is the acme of sanitary dust-removing devices, is simple in construction, easy to operate on type case or drawer; has no parts to break, and should not be confused with the complicated vacuum cleaners.

Printers' supply houses who have handled our Vacuo Bellows pronounce it the most perfect and indispensable type-case cleaner ever offered.

A number of prominent printers now using our Vacuo-Bellows testify that it is a *money* and *time* saving proposition, and a sanitary protection well worth double the investment.

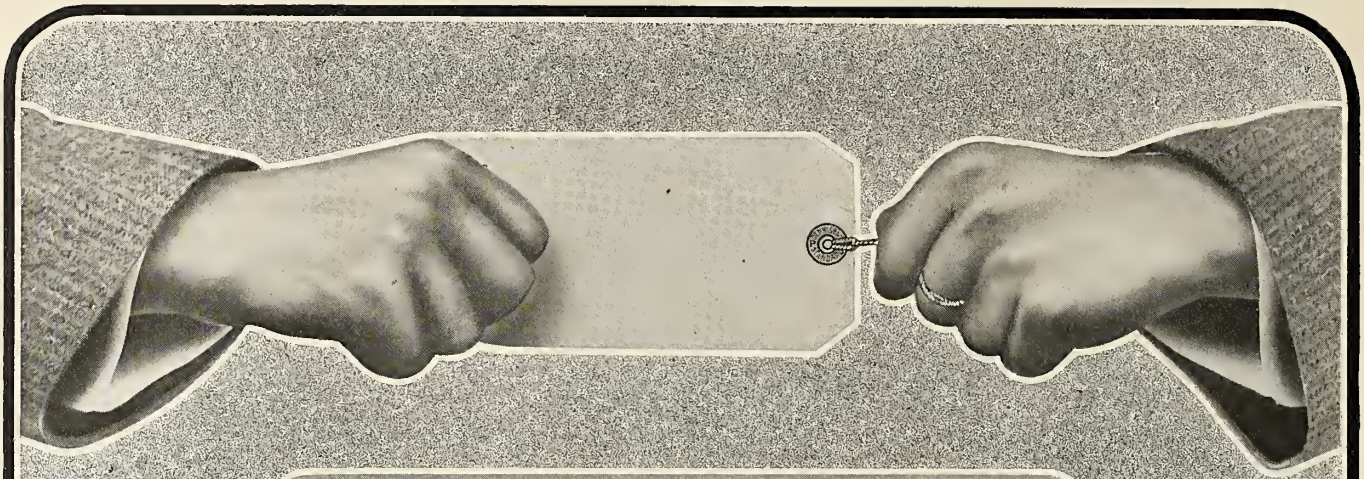
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The test of a tag is in the using, but using is often expensive testing. When your customer says "Tags," don't invite trouble. Give him the only sure-to-be-satisfactory quality

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You may show your customer the strength of the Dennison Patch, attached with special weatherproof gum—it sticks—reinforced with brass eyelet, impossible to pull out. Let him try to tear the Dennison P Standard stock—it's all rope, proof against the roughest treatment from man or the elements. These and other tests are instructive, but, still, the real test of a tag is in the using, a test which Dennison's Standard Tag has stood for fifty years. Let the experience of other users save your customer needless and expensive testing.

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DENNISON'S P STANDARD P

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DENNISON'S P STANDARD P

Would not consider any other machines but

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Excelsior Printing Co.
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December 24, 1909.

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Gentlemen:-

We have been users of the Seybold machines of various makes for many years, having purchased one of your cutting machines as long ago as nineteen years. We have in use several of your cutting machines, a duplex trimmer and a book compressor and are so well pleased that we would not consider any other machines. We have always been enthusiastic advocates of your machinery, and particularly of your cutting machine, and are glad to give you this testimony.

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Simply the result of prompt and efficient service.

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Let us send Full Particulars and our Little Booklet, "TESTIMONY."

THE SEYBOLD MACHINE CO.

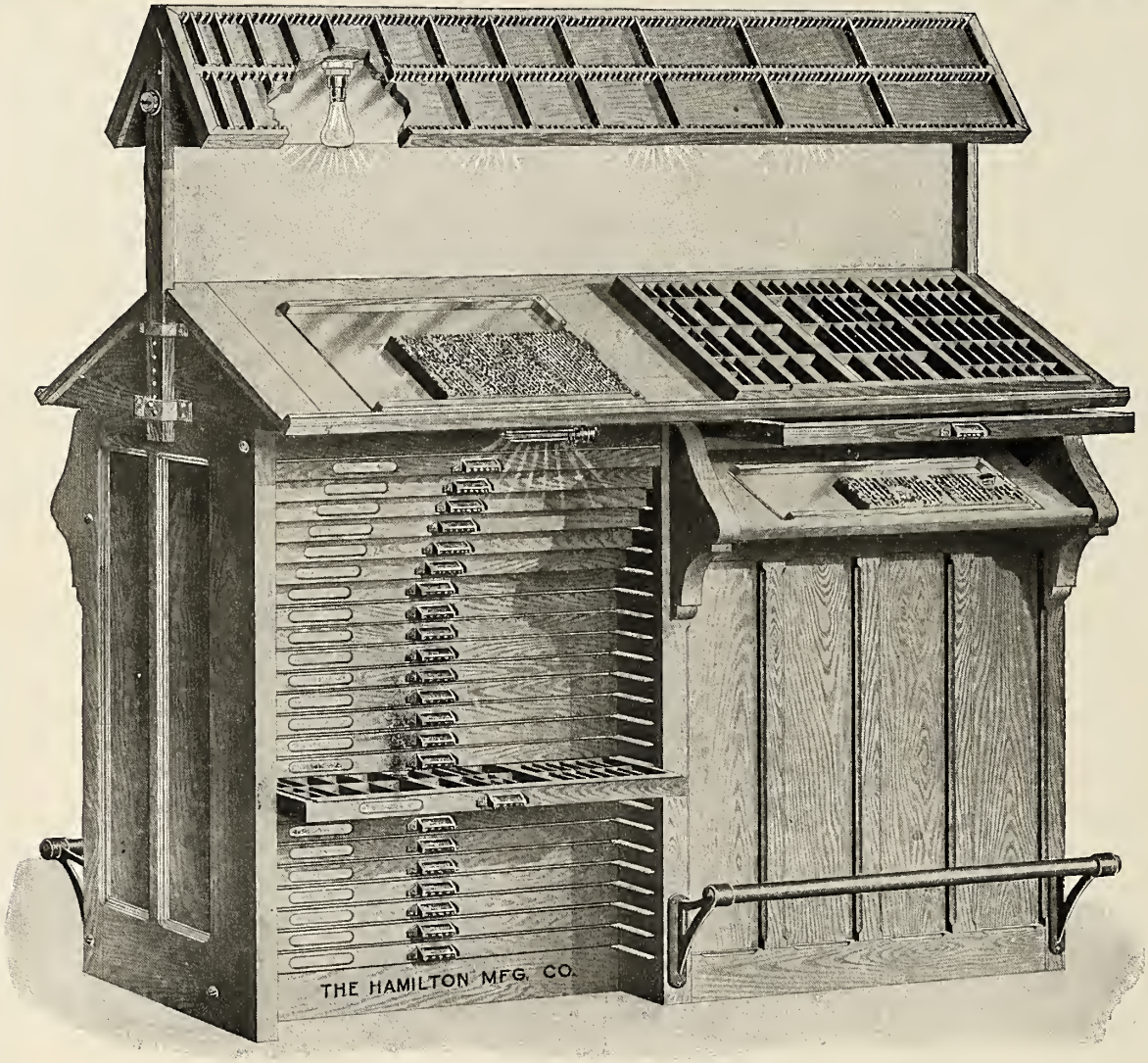
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The Ad-Man's Cabinet embodies all the good features of other cabinets, providing the low Job Case equipment with the supported Lead and Slug Bank which does not obscure the foreman's view. The two tiers of cases are reversed, one tier facing each side. It has a Working Top, Copy Drawers, Supplementary Galley Banks, Adjustable Lead and Slug Banks, Extension Front, Mortised Label Holders, Foot Rails and Electric Light equipment. No Iron Brackets are required. It is a master-piece of economical composing-room equipment, and will save 50 per cent of floor space and 25 per cent in composing-room labor in almost any office where installed.

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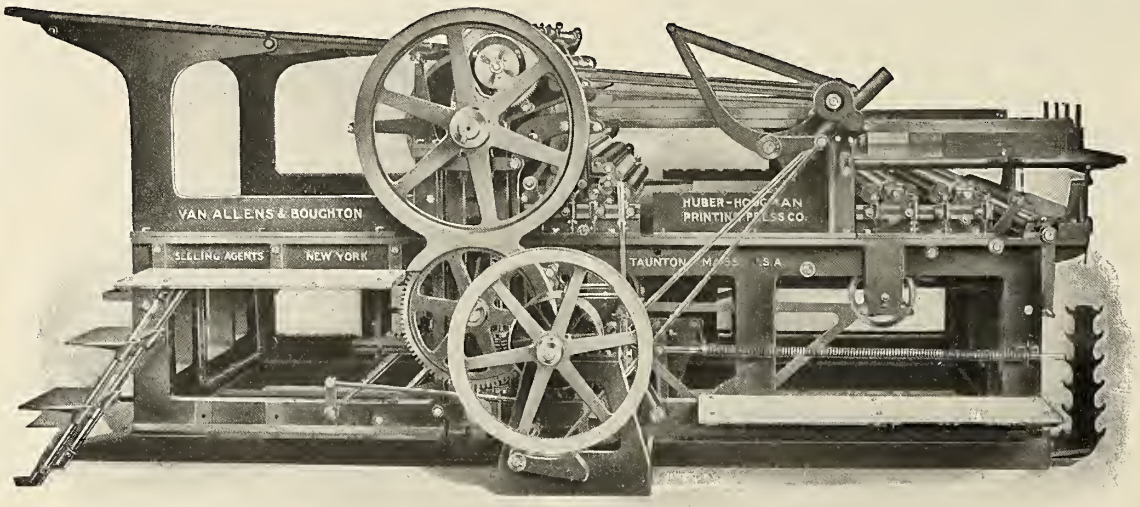
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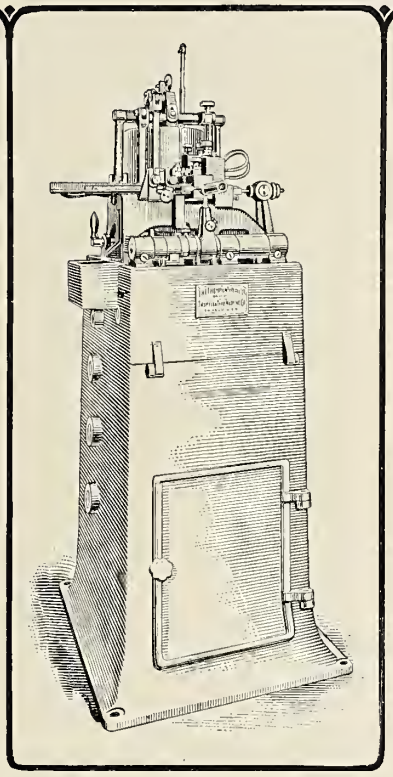
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Users of the Thompson Typecaster Save Enough Money in One Year to Pay for the Machine

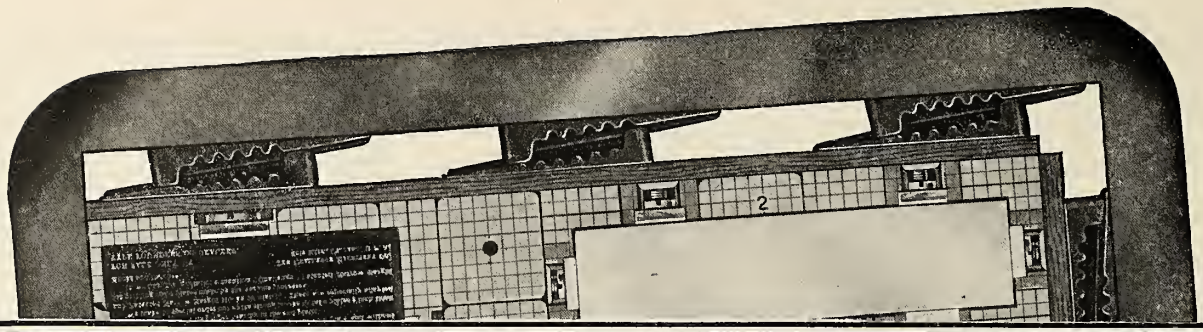
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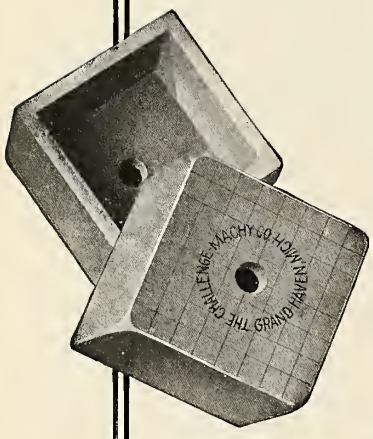


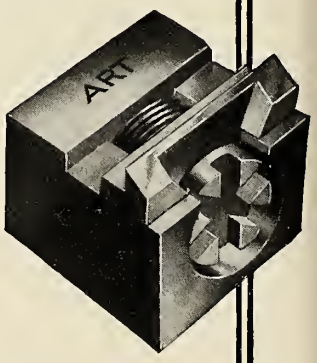
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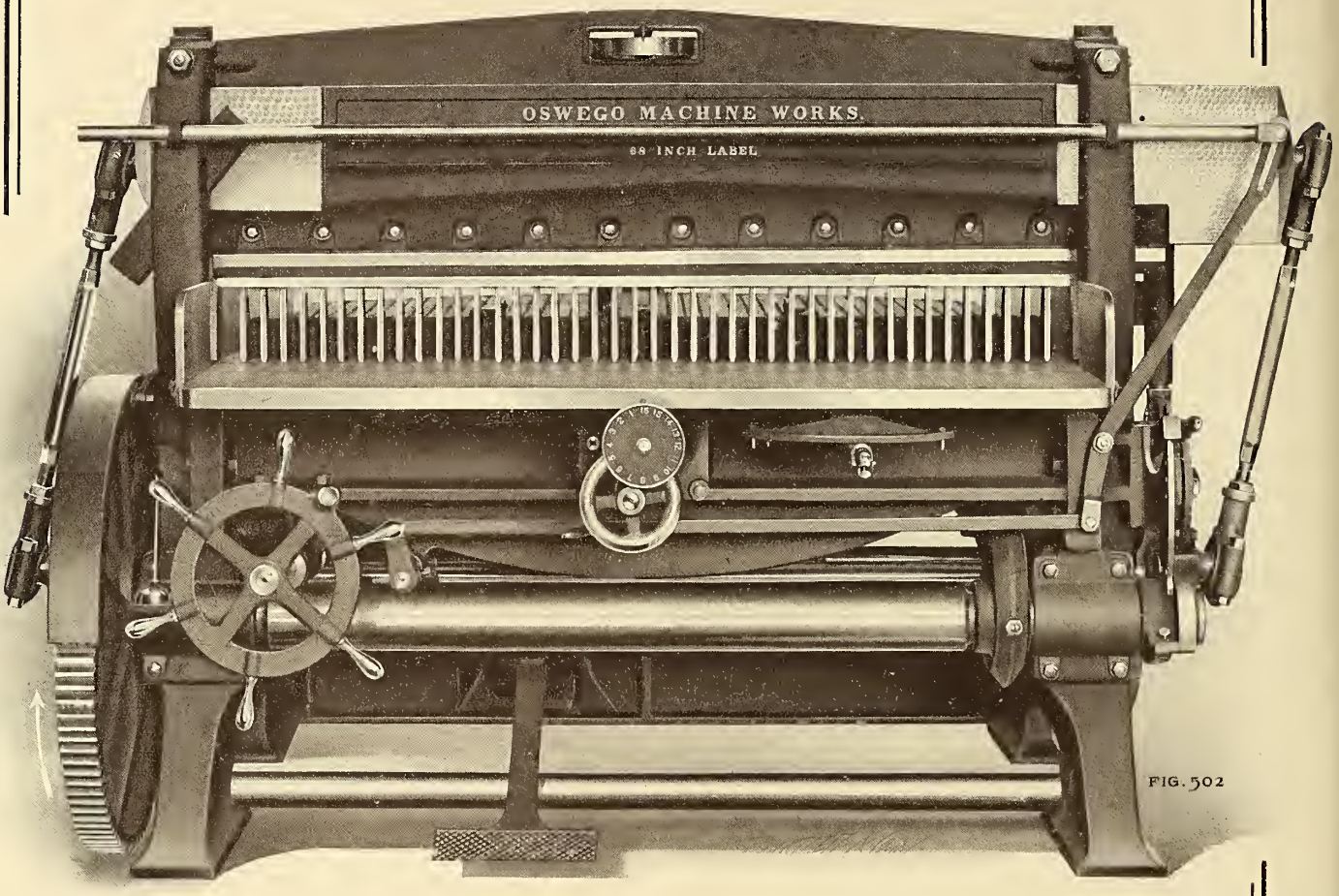


FIG. 502

NINE SUPERIORITIES

distinguish the Brown & Carver Automatic Clamp cutters. "At least three" superiorities are required on all Oswego-made cutters. The new double shear to the knife makes the Oswego cut smooth and light. The new long dwell of the clamp after the cut is made prevents rippling up the pile. Let us tell you about the two starting levers; the one-piece clamp; the instant pressure adjuster, and all the other excellences of these splendid Oswego machines

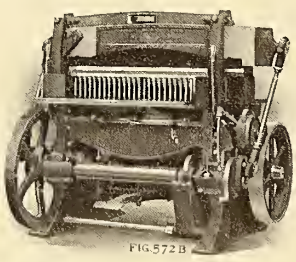
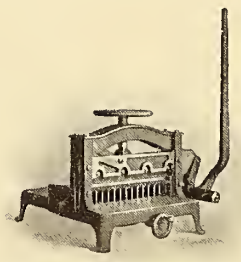
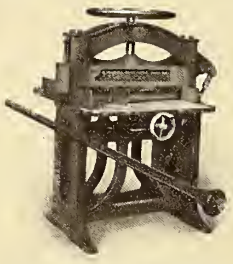


FIG. 572 B

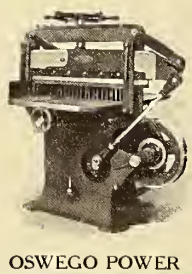
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A Tripler of Production
Eleven Sizes, 34 to 84 inch
Three Styles for Each Size



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With New, Easy-balanced Lever
Two Sizes, 16 and 19 inch
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OSWEGO LEVER
Rigidly Constructed and Easily Worked. Four Sizes
23, 26, 30 and 32 inch



OSWEGO POWER
Lively Running and Accurate. 27 Cuts a Minute
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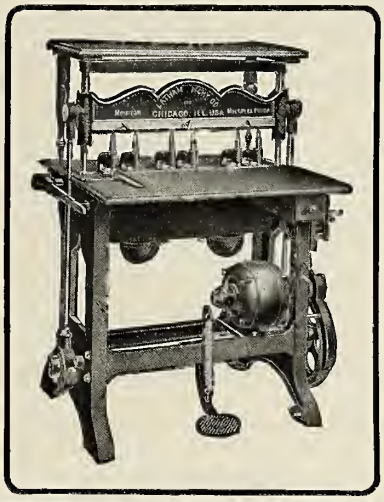
LATHAM'S

MONITOR

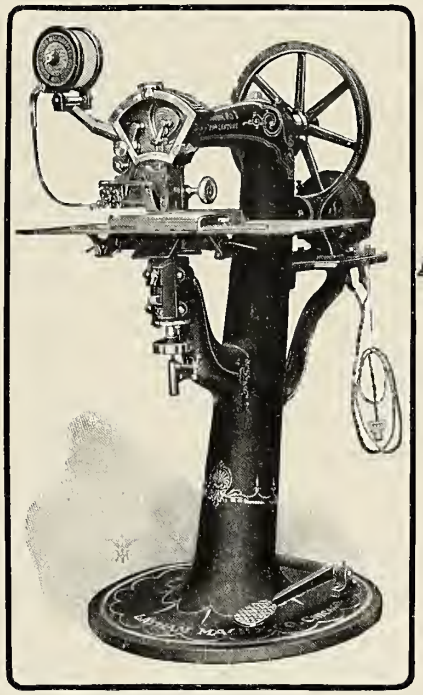
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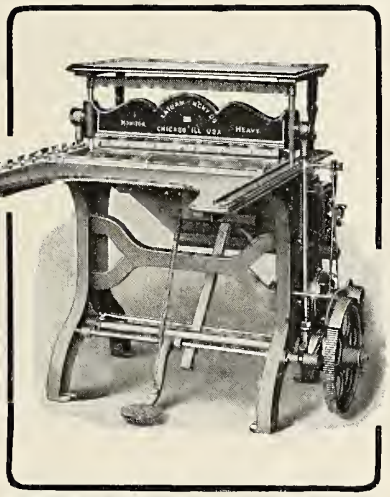


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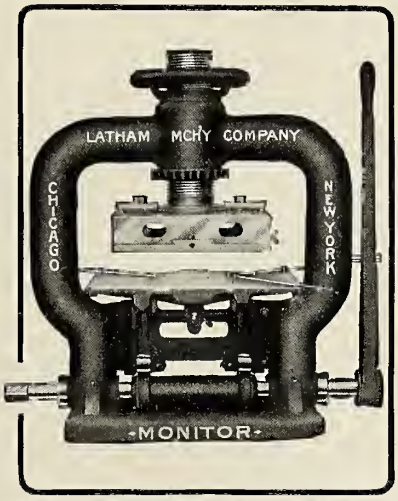


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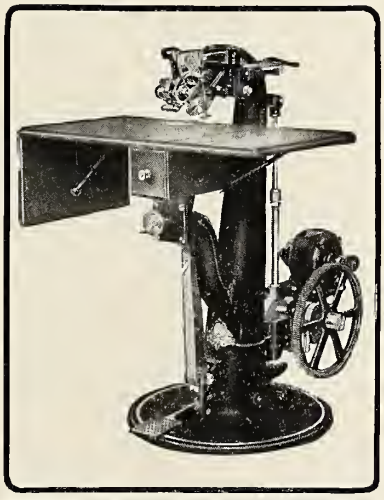
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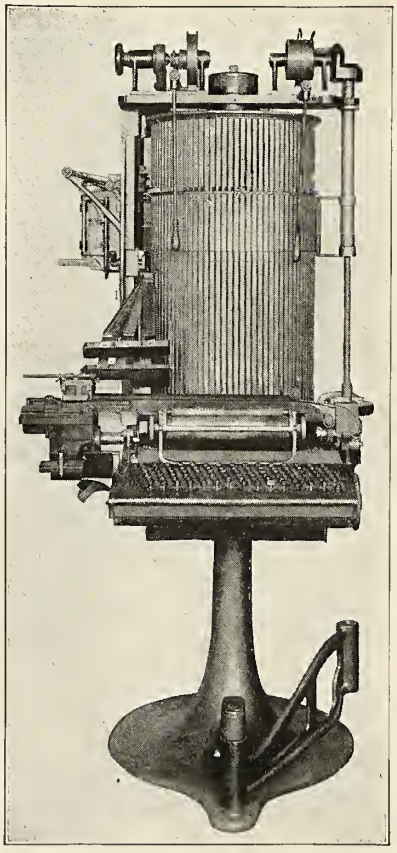
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$200	**$200**	**$200**

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They are practically the same kind of machines (except the shape of the base) that are now advertised as Unitypes.

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No type with these machines.

GUTENBERG MACHINE COMPANY

WILL S. MENAMIN, PRESIDENT AND GENERAL MANAGER

545 - 547 - 549 Wabash Avenue, CHICAGO, ILL.

Juengst Patent No. 761,496 sustained and infringed.

Injunction granted against Gullberg & Smith.

The United States Circuit Court of Appeals for the Second Circuit, in a recent decision, held Patent No. 761,496, covering the calipering or detector device for Signature Gathering Machines, valid and infringed. A permanent injunction has issued out of the Court, restraining Gullberg & Smith from further infringement.

Users of Gullberg & Smith Signature Gathering Machines are warned that the use of the Gullberg & Smith machines is an infringement of the Juengst Patent No. 761,496.

Owners of Gullberg & Smith Signature Gathering Machines are further warned that if they attempt to sell their machines they will commit an infringement of the Juengst Patent No. 761,496.

Notice is hereby given to users of the infringing Gullberg & Smith machines that injunction will be applied for restraining such users from further infringement of the Juengst Patent No. 761,496, unless they obtain a license from the patentee, Charles A. Juengst.

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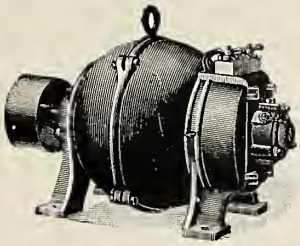
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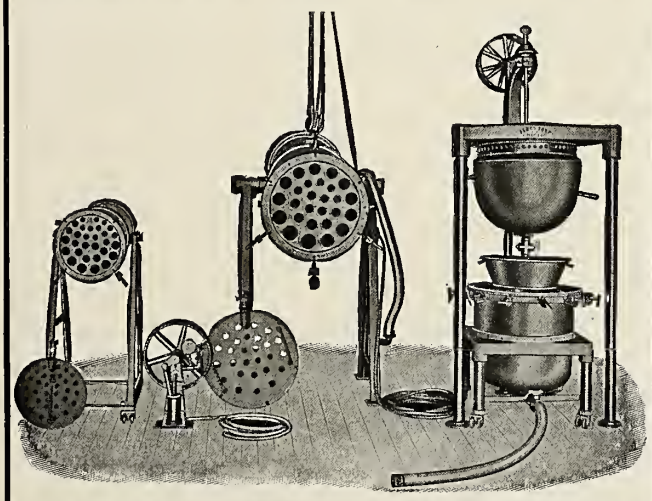
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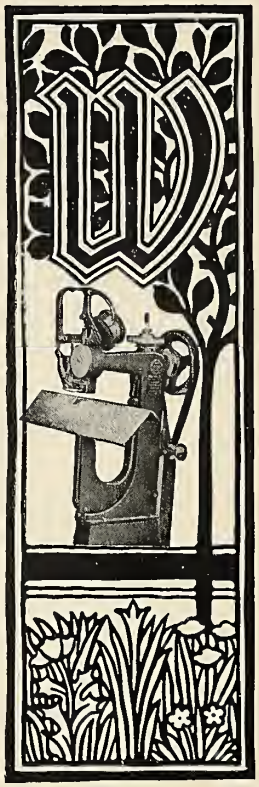
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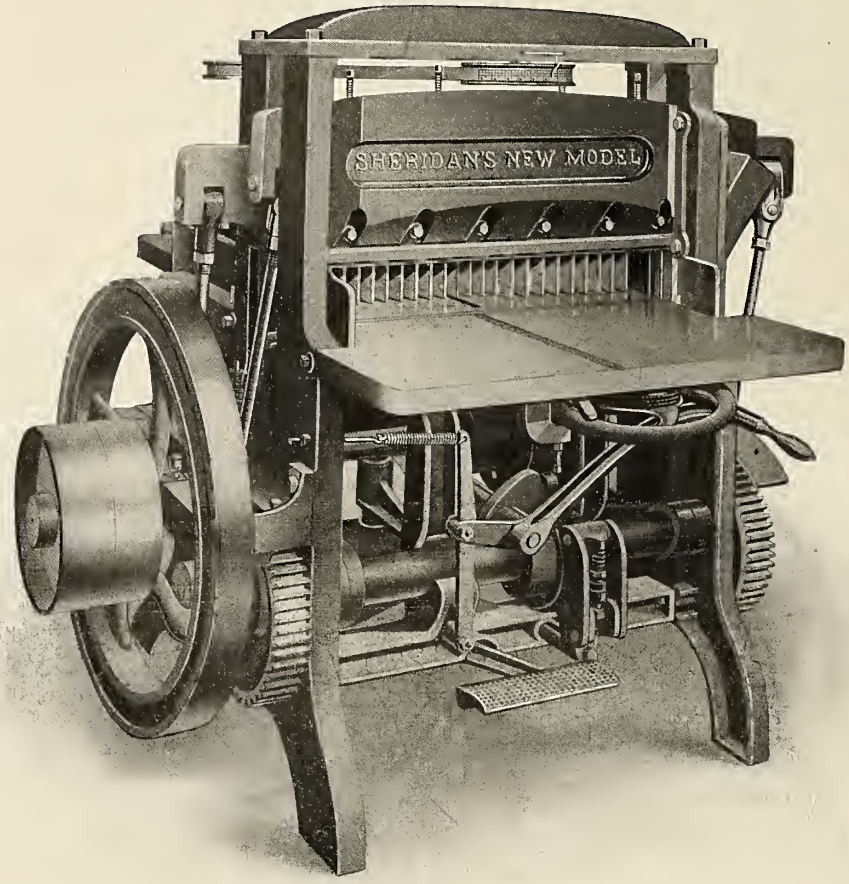
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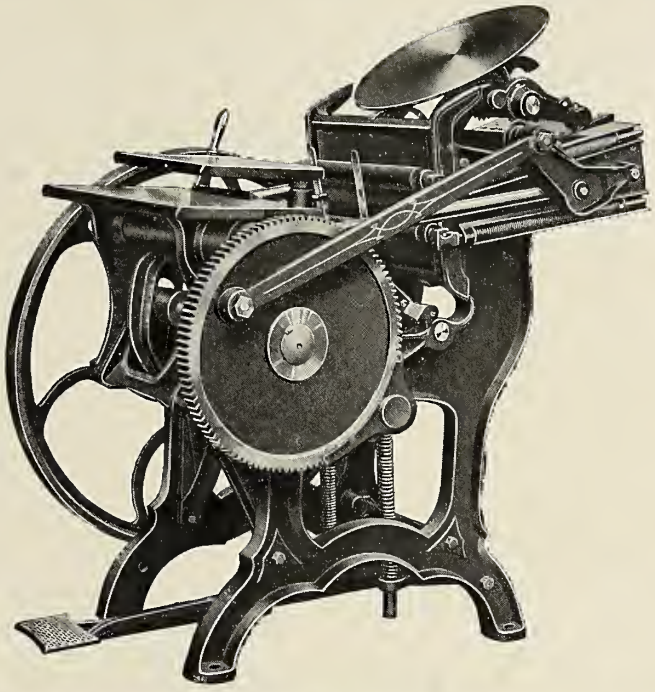
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is fully shown and described in our new 16-page catalogue which may be obtained from any of the principal dealers. As a sample of fine catalogue work, it is like the Peerless Press — Pre-eminent. The cover is particularly striking and effective.

PEERLESS PRINTING PRESS CO., THE CRANSTON WORKS, **70 Jackson Street, PALMYRA, N. Y., U. S. A.**

Here's a Chance to Improve

It is related that the Children of Israel could not make bricks without straw. It is as difficult to produce effective printing at a profit without modern facilities. Our part is to furnish the proper facilities; then it's up to you.

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combine the perfection of forty years' experience in the manufacture of Printing and Cutting Machinery, and have a world-wide reputation.

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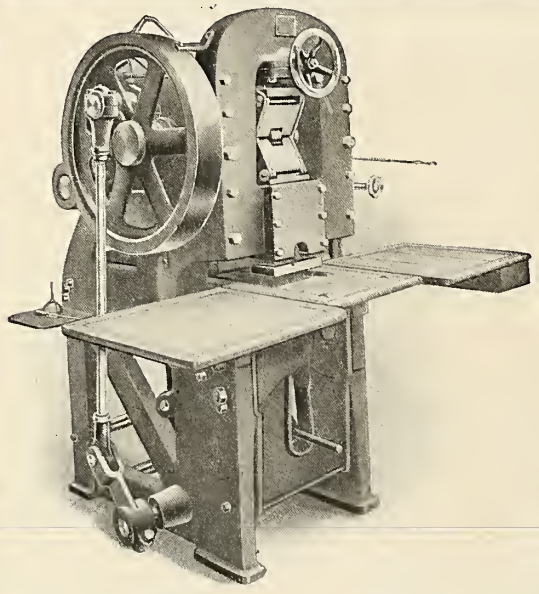
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400 Broadway, ... KANSAS CITY, MO. **222 North Second Street, . NASHVILLE, TENN.**
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The Carver Automatic Die Press



IS unexcelled for quantity or quality of production, economy of operation, adaptability for variety of work, and longevity of service. Will stamp in the center of 18 x 20 inch sheet. A hair-line register is guaranteed. From 30 to 60 lbs. wiping paper practical for such purpose is used. The simplicity of our ink mixing and grinding fountain makes it the easiest and quickest for cleaning and changing colors. The rollers run at different speeds, giving a grinding or scraping action.

NOTICE.—*This* feature is protected by patents.

We make the following sizes:
4½ x 9, 3½ x 8, 2½ x 8, 2½ x 4 inches.

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Noted for its superior quality of work, its strength and durability and its low cost of operation.

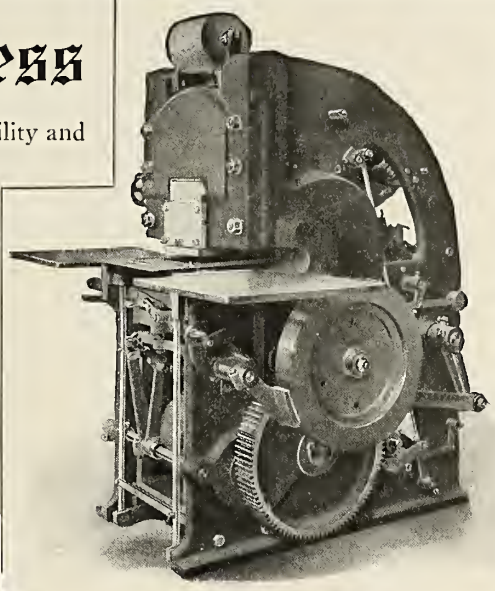
Will wear the die or plate less than any other die press.

The only die press which will give hair-line register at full speed.

THE LARGEST SIZE EVER BUILT:

The 6 x 10 inch is our latest success and has a greater capacity than any other power-stamping press ever made. It has every refinement of the smaller "Waites" and additional advantages. Prints in the center of an 18-inch sheet and is especially valuable for stamping box tops, catalog covers, photograph mounts, Christmas and fancy cards, check books with several on a page, calendars, etc.

Sizes..... 6 x 10, 5 x 9, 4 x 8, 3 x 5, 2 x 4 inch.



Size 6 x 10 inch.

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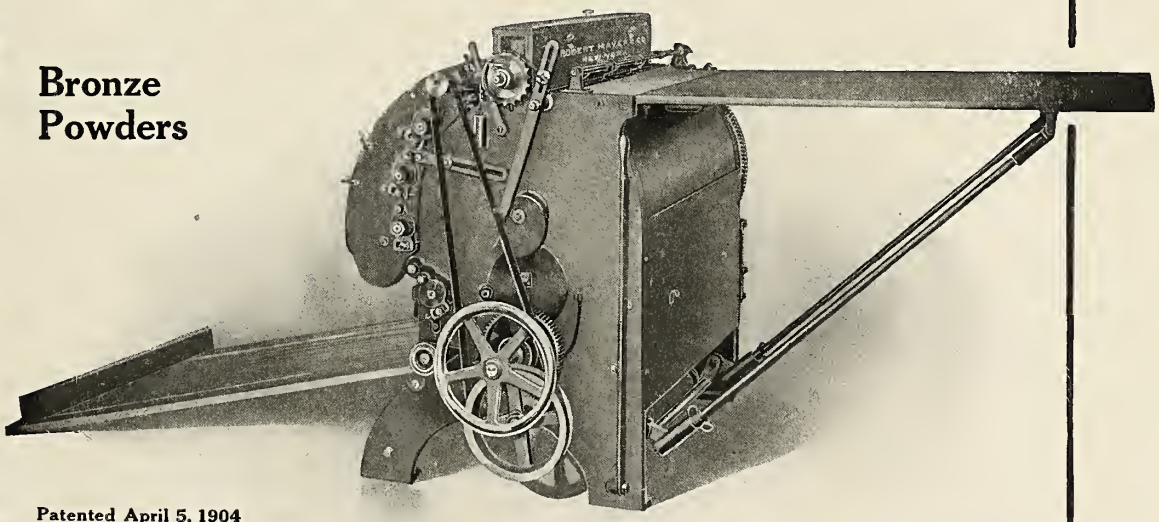
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Lithographic Inks,
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¶ Sole Agents for the United States and Canada for the genuine Columbia Transfer Papers — none genuine without the water-mark on every sheet.

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Patented May 30, 1905
Patented April 7, 1906
Other patents pending.

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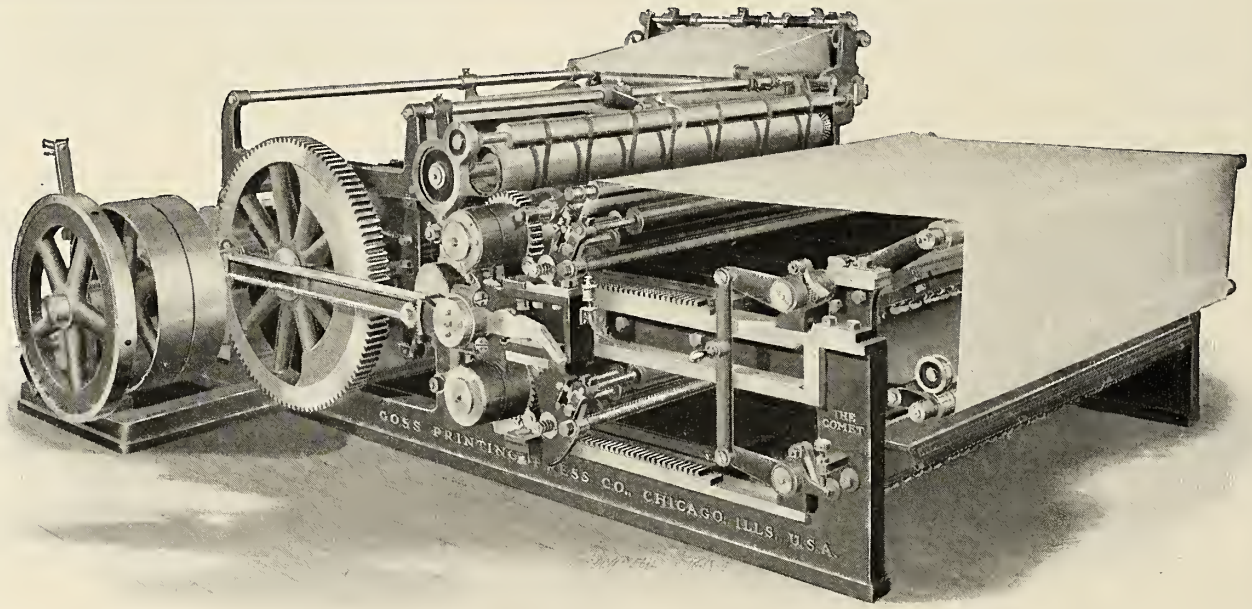
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Halley's Comet Has Come and Gone. But the GOSS "COMET" Press Has Come to Stay

THE GOSS "COMET"

FLAT BED WEB PERFECTING PRESS will Print, Paste and Fold Four, Six or Eight Pages of a Six or Seven Column Standard Size Newspaper



The "Comet" is *positively* the most economical web perfecting press on the market, equipped with double pinion drive, angle bar and former folder, which is practically tapeless and rotary.

The "Comet" requires but half as many composition rollers and inking fountains, yet insures more ink distribution and better register of print than any other web press of the traveling cylinder class.

All composition rollers are interchangeable, the inking fountains of the thumb-screw pattern, while the web tension is automatically governed.

The "Comet" will take up floor space 12 x 13 feet, stands 4 feet 8 inches high, weight 16,000 pounds, while a 5-horse-power motor will be ample to operate the machine.

The "Comet" will cost no more to operate than a two-revolution or drum cylinder press with folder attached. It will reduce the labor in the pressroom one-half, permit of a greatly increased circulation without increased labor, allow all forms to go to press at one time, make it easy to catch mails and please the advertisers and subscribers by giving the latest news and early delivery.

For Prices and Terms Write

THE GOSS PRINTING PRESS COMPANY

NEW YORK OFFICE—1 Madison Ave., Metropolitan Life Bldg.
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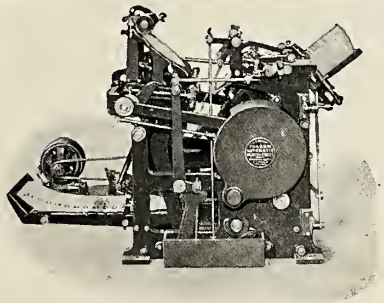
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THE EXPRESS FALCON PLATEN PRESS

GRIPPER FRED :: AUTOMATIC DELIVERY :: FLAT FORMS :: NO CURVED PLATES

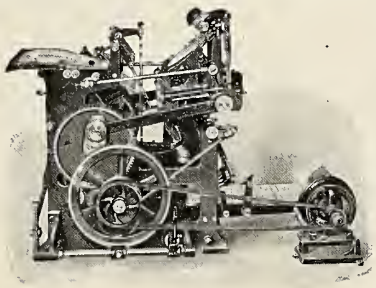
This press is the fastest and most economical that has yet been produced for printing Envelopes, Letter-heads, Circulars, Cards, Blotters, etc. It is made ready more easily and quickly than the ordinary "Gordon" and is equally valuable on short and long runs.

Speed (with Automatic Envelope Feed Attachment and Automatic Delivery) 4,500 Envelopes per hour; Hand Feed (with Automatic Delivery), 3,000 to 4,000 per hour.



SOME OF THE USERS

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C. M. Henry Printing Co., Greensburg, Pa.
Thomas D. Murphy Co., Red Oak, Ia.
American Colortype Co., New York.
Hesse Envelope Co., St. Louis.
Hesse Envelope Co. of Dallas, Dallas, Texas.



BROWN & BIGELOW
Calendar Makers

St. Paul, April 8, 1910.

R. T. Sinclair, Manager, Auto Falcon & Waite Die Press Co., Chicago, Ill.:

Dear Sir,— Replying to your inquiry regarding the little Express which we bought of you some little time ago, we beg to say that it is doing all that you represented for it and is extremely satisfactory to us, which may best be attested to from the fact that we are sending you under separate cover to-day an order for a second press.

Yours very truly,
Brown & Bigelow,
J. E. Bailey, *Director of Manufacturing.*

WILBERT GARRISON CO.
Steel Engravers and Lithographers

New York, October 20, 1908.

American Falcon Printing Press Co., 346 Broadway, New York:

Gentlemen,— In reply to your inquiry, the Express Falcon Platen Press, with automatic envelope feed and delivery, that you installed in our plant fifteen months ago, is doing all you claimed for it and is giving us entire satisfaction.

It is very simple to handle and can be changed to hand-feed and automatic delivery in a few minutes, and is being hand-fed in our establishment at a speed exceeding 3,000 per hour. We have not spent $1 in repairs on it since its installation.

It is a general job press for small forms, which need never stand idle in a busy office. Yours very truly,
Wilbert Garrison Co.

COLLIER'S
The National Weekly

New York, N. Y., October 8, 1908.

American Falcon Printing Press Co., 346 Broadway, New York City:

Gentlemen,— We have had your Express Falcon Press in our place now about six months and so far it has been entirely satisfactory to us. We are running envelopes from 3,500 to 5,000 per hour on it and getting very satisfactory results, and also find that it can be hand-fed at least 3,000 per hour. The press is particularly adaptable to this sort of work, as it has all the advantages of high speed, and forms may still be changed on it as quickly as on an ordinary job press. So far, we are very much pleased with its work.

Yours truly, Floyd E. Wilder,
Assistant Superintendent.

THE GERLACH-BARKLOW CO.
Art Calendars

Joliet, Ill., May 14, 1910.

Mr. R. T. Sinclair, Manager, Auto Falcon & Waite Die Press Co., Chicago, Ill.:

Dear Sir,— We are pleased to report that the Falcon Express Press which we purchased from you several weeks ago has proven to be all that you claim for it. It is unquestionably a great time-saver, and work turned out is in every way satisfactory.

Yours very truly,
The Gerlach-Barklow Co.,
T. C. Davis.

SAMUEL CUPPLES ENVELOPE CO.
All Styles and Grades of Envelopes

St. Louis, July 15, 1910.

Auto Falcon & Waite Die Press Co., Ltd., 160 Adams street, Chicago, Ill.:

Dear Sirs,— Replying to your favor of the 13th inst., we prefer, as a rule, not to give testimonial letters, but we are so well pleased with the two Express Falcon Presses you put in our St. Louis factory that we will in this instance vary from our usual custom.

The presses do everything you claim for them, and we are very much pleased with the work.

Very truly yours,
Samuel Cupples Envelope Co.,
C. R. Scudder, *Vice-President.*

NATIONAL HOTEL REGISTER CO.
Hotel Registers and Hotel Stationery

Dubuque, Iowa, July 21, 1910.

R. T. Sinclair, Manager, Auto Falcon & Waite Die Press Co., Ltd., Chicago, Ill.:

Dear Sir,— It is a pleasure for us to inform you that the Express Falcon press, bought from you last October, has fulfilled every claim you made for it. The results we have secured, both as to speed and character of printing, have been satisfactory in every way. Our only regret is that we did not buy the press long ago.

Yours truly,
National Hotel Register Company,
W. M. Clewell, *Secretary.*

Further Particulars Upon Application to

AUTO FALCON & WAITE DIE PRESS COMPANY, Ltd.

(Successor to American Falcon Printing Press Co.)

Office and Showrooms: Rand-McNally Building, 160 Adams Street, Chicago.

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Acme New Process of Electrotyping

is worthy of your investigation

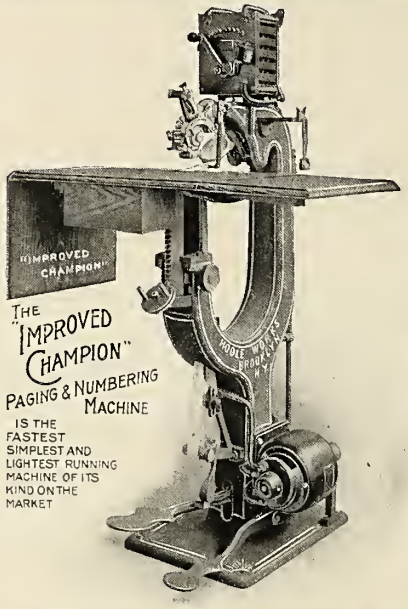
It does not injure the original half-tone. The costliest equipment in use and the best materials handled by electrotypers of unusual skill, enter into the making of ***every electrotype and nickeltype*** sent out from our foundry.

Our process is our own. We pay no royalties, therefore we are not compelled to charge more for our products.

Acme Electrotype Company
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"HOOLE" Paging and Numbering Machine

Manufacturers of

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FOR years the PEERLESS PERFORATOR has stood as a model for imitators. It has withstood all tests, and is still recognized by the posted buyer — the buyer who would look to *service* and *future*, as the one dependable Perforator. ¶ Its rapid, perfect work, clean and thorough perforation and its wide range in thickness of stock, supplies the printer with all that can be *desired*.

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WE SAVE YOU 20% On all your LINEN, BOND and LEDGER ENVELOPES

Bondology

SHOP TALK No. 3

Let's do a little headwork. That's the way to make money. Say, for example, you have an order that calls for a Bond, Linen or Ledger Paper costing you 10 cents a pound. How much do you pay for the Envelopes *supposed to match* that paper?

This is what your Envelopes will cost according to *our plan*, and you will be assured a *perfect* match, as Envelopes and Stationery will be cut from identically the same paper. In fact, you can print Envelopes and Stationery at one impression, thus securing a perfect match in ink and presswork as well as in paper, at the same time reducing the cost of your presswork. Cut off the envelope portion of the sheet and send to us and we will make up into our famous "Sure Stick" Envelopes. You know what it means to have Envelopes made from Bond, Linen and Ledger Papers *stick every time.*

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How many times have you turned down good orders for odd sizes of Envelopes because they were not carried in stock by the jobber and your customer could not wait for you to get them made through the regular channels?

We are prepared to take care of this class of business, and can make shipments so promptly that you will be well pleased.

Talk Something NEW

By so doing your customers will "sit up and take *more* notice."

Our 7½ two-fold envelope is *new* and commands a higher price than the ordinary envelope. By our plan you can buy this envelope at a lower price than the ordinary envelope and still get a higher price for your product.

Ask Us for Samples

This is no

Joke or Hot Air

We are independent of any combination, and are *not* identified with any

Jobber

Now about the Saving in the Price:

Say, for example, you have an order for 10,000 XXX 6¾ Envelopes. We get *eleven* 6¾ Envelopes out of a sheet 22 x 34. For the 10,000 Envelopes it will take 915 sheets of 22 x 34 — 40 paper. These 915 sheets, at 10 cents a pound, will cost you $7.32, or about 74 cents per thousand.

Reference to our Catalog will show you our price for making to be **Forty Cents (40c.) a Thousand in 10,000** lots for **Sure Stick, perfectly made** Envelopes, and by our plan you are assured a perfect match in stock, ink and presswork. Now do a little figuring in your own interest —

Cost of Stock to you, per 1,000	**.74**
Cost of Making	**.40**
Total Cost	**$1.14**

Compare this with prices you have been paying and then send your orders to ***The Factory that Protects the Local Printer.***

These same conditions apply in case you desire to purchase *any grade* of paper from the mill or jobber, and send to us to be made up into our famous "Sure Stick" Envelopes, except that the price for making from *unprinted* stock is 5 cents per thousand less, making the net cost to you on the 10-cent grade for envelopes made from unprinted stock, $1.09 per thousand.

An equal saving is made on the cheaper grades of paper, while a greater saving is made on the larger sizes as well as the higher grades of paper. A still further saving is made in larger quantities.

No matter what your Envelope problems are, let us help you in solving them



We occupy this entire building.

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Fill out and mail this coupon, or send us your business card, and we will send you some samples of trade-winners, and put your name on our list to receive "Everything New in the Envelope Line."

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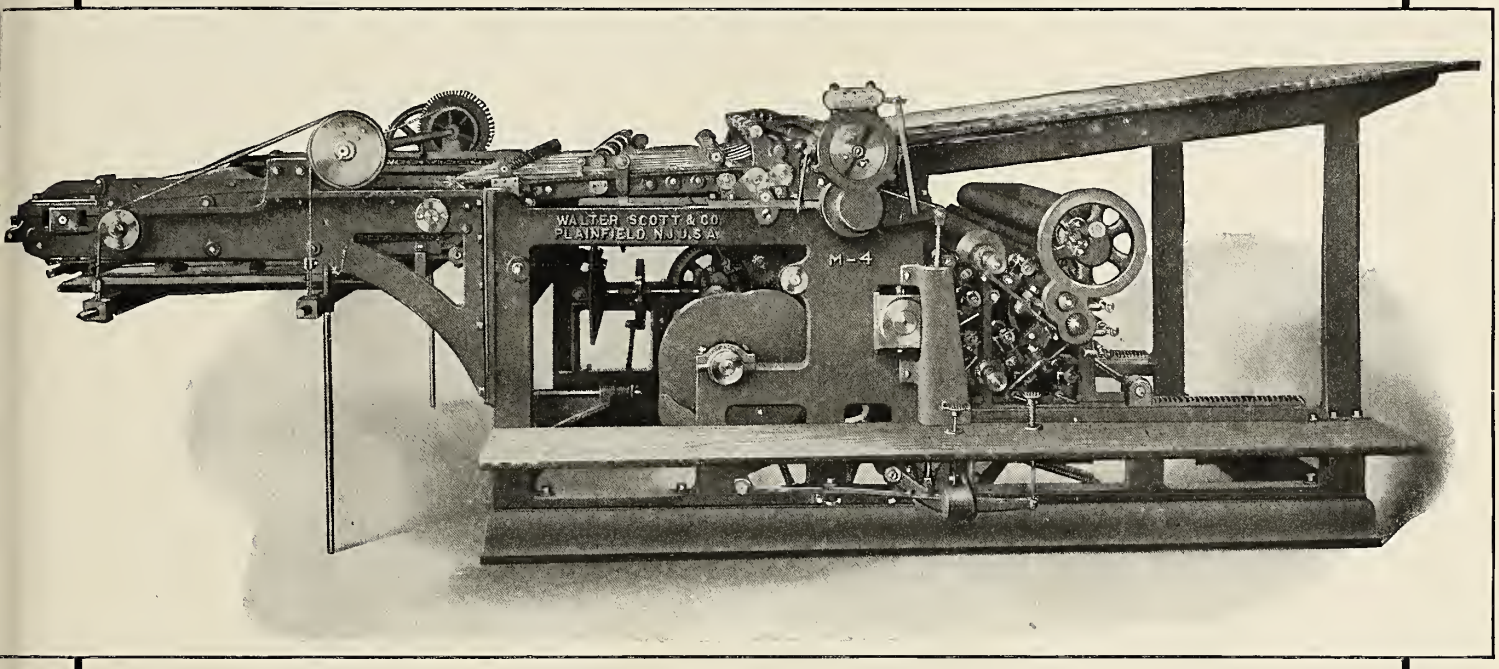
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The Popular Sheet-Feed Rotary



The "Scott Flyer" shown above is as cheaply operated as a regular Two-Revolution Four-Roller Press, will do fine half-tone, catalog and color printing, and runs at a speed of

3,000 per Hour!

This machine has been carefully developed during the past six years, and has a number of valuable patented features not obtainable on any other make of press.

Increase your profits by using a "Scott Flyer."

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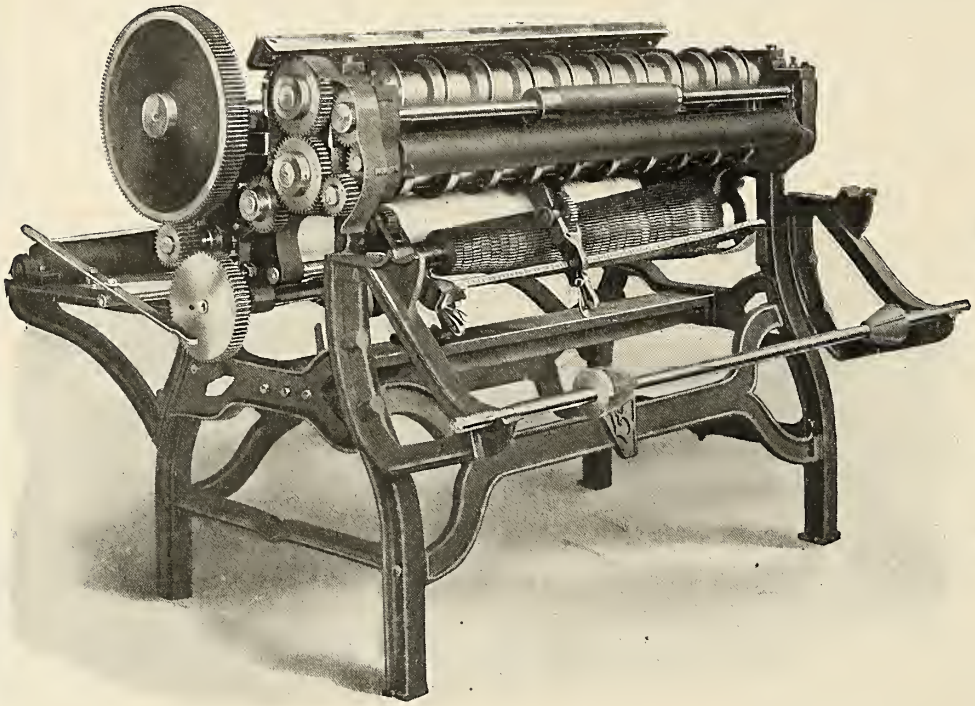
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Geared Automatic Feed
Gears built right into machine. Can not get lost or mislaid.

Instantaneous Lever Adjustment
Saves time hunting up and changing gears.

Expansion Feed Roll
Permits cutting any intermediate size.

Has Sheet-squaring Attachment

Furnished with Rotary Attachment
for slitting and cross-cutting single-faced corrugated board.

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Won't a good Folder help make you money?
Don't you know the progressive man makes the most money?
★ In opposite corner you will find slip; please detach and sign. Mail it to us.
It will cost you a red stamp and may make you thousands of them in time. Who knows?
And the **"ANDERSON"** is making others money. Why not you?
Write us now, or you may forget it.
Send us the slip whether you are interested or not—tell us your needs.
We have the Folder **"that wins"** and we will appreciate your interest.

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Quality and Durability are Specialized

Increase the Sparkle Drop of Profit.

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The "up-to-date" Folder for the "up-to-date" printer.

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Warsaw, Indiana

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stock will interest the printer, both in quality, price, and the various colors, weights, sizes, etc.

You should have on your desk for constant reference our handsome and complete cover-stock samples. Your request will bring you this book by return mail.

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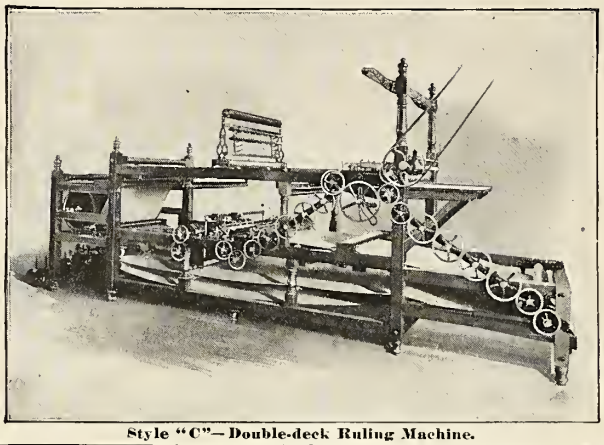
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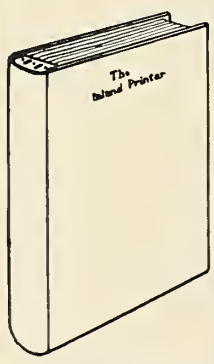
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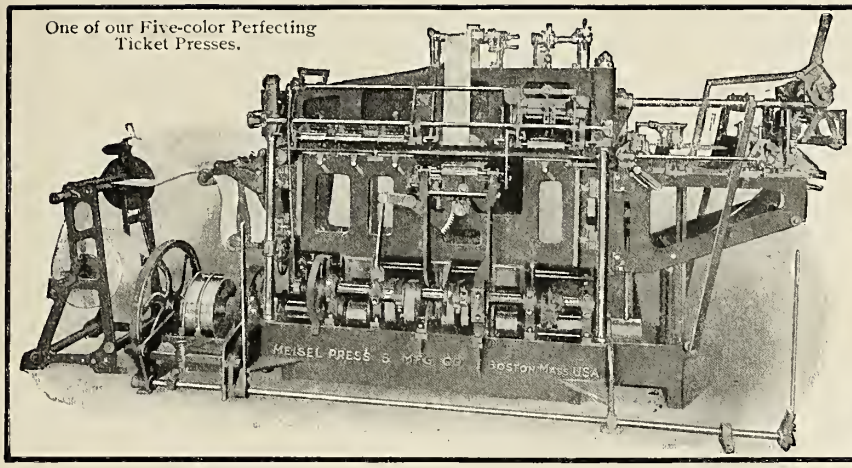
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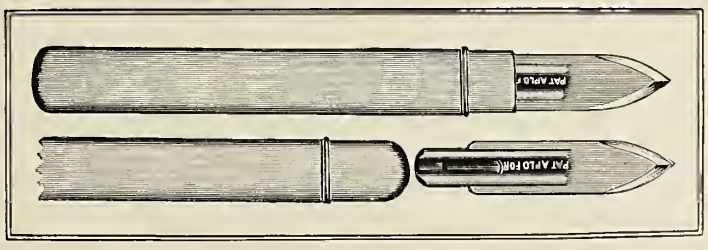
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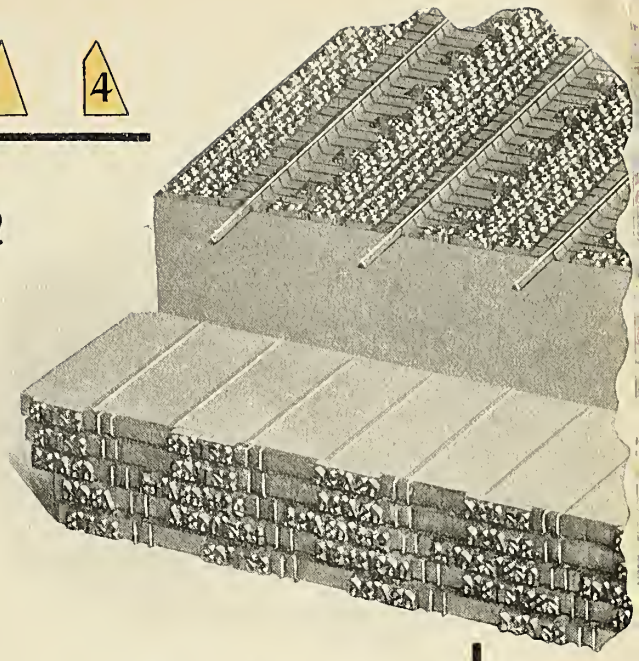
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The yearly royalty of $100 for use of the Lino-Tabler System now covers equipment of four machines in the same plant; the rule costs from one to two cents a foot. Positively no other charges. Read this specimen table, set on a standard Linotype machine in 57 minutes, and write to-day for contract for installation of the system on one or more of your machines.

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Read the	Number	Word	Hand comp. Hour cost	Columns	Lino comp hour cost	From Top	Mono comp hour cost	To	Cylinder Hour cost	Bottom
From	1	four of	1.15	and may be	1.34	that non-		costs are	1.37	everywhere
carefully	2	the princi-	1.50	depended		productive	2.60	lower,	1.38	are install-
prepared	3	pal items	1.28	upon as		time in		will do	1.61	ing the
statements	4	of expense,	1.50	showing		the differ-		well to	1.70	Lino-Tabler
of costs	5	viz.:	1.01	the actual	1.48	ent depart-	2.80	secure	1.55	system,
taken	6	Hand	1.25	net cost		ments was		the Com-	1.80	which has
during the	7	composition,	1.19	per hour		reduced to		mission's	1.47	practically
past	8	Linotype	1.01	in the		a minimum.		blanks	1.40	revolution-
several	9	composition,	1.10	houses	1.35	A few of the	3.19	and figure	1.66	ized me-
months	10	Monotype	1.13	reporting.		shops were		it out for	1.33	chanical
in 27 of	11	composition,	1.14	While not		on a 9-hour		themselves.	1.60	tabular
the best-	12	and	1.20	all were		basis, not		It will	1.60	composition
conducted	13	cylinder	1.14	large	1.47	enough,		prove a rev-	1.22	wherever it
printing	14	presswork.	1.23	shops,		however, to		elation to	1.71	has been
houses in	15	The figures	1.14	none were		materially	3.04	anyone who	1.72	introduced.
various	16	were com-	1.06	what might		affect the		has allowed	1.32	That it
American	17	piled with	1.21	be termed	1.49	result.	2.90	his basis	1.37	makes
cities,	18	the assist-	1.15	small ones,		Printing		of cost-	1.73	straight
the figures	19	ance of	1.19	and the		house		finding to	1.47	matter of
comprising	20	J. A.	1.07	fact that		owners who		continue	1.27	tabular
this table	21	Morgan,	1.13	cost sys-	1.44	doubt the	3.10	along lines	1.95	copy can
were made	22	Chairman	1.22	tems were		accuracy of		long since	1.76	be demon-
up. They	23	of the	1.17	in opera-		the figures		proven mis-	1.70	strated in
give the	24	American	1.10	tion in		herewith		leading and	1.39	an hour's
actual net	25	Printers'	1.59	each of	1.46	presented,	2.70	inaccurate.	1.80	trial in
cost per	26	Cost	1.22	them is		and believe		Progressive	1.29	your own
hour of	27	Commission,	1.10	evidence		their own		printers	1.71	office.



Cheer Up!

Business is Good!

Printed by The Henry O. Shepard Company, Printers and Binders, 130 Sherman street, Chicago.

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THE INLAND PRINTER

Entered as second-class matter, June 25, 1885, at the Postoffice at Chicago, Illinois, under act of March 3, 1879.

THE LEADING TRADE JOURNAL OF THE WORLD IN THE PRINTING AND ALLIED INDUSTRIES.

VOL. XLV. NO. 6. **SEPTEMBER, 1910.** TERMS { $3.00 per year, in advance. Foreign, $3.85 per year. Canada, $3.60 per year.

MAKING DEPRECIATION A REAL COST.

BY M. J. BECKETT.

DEPRECIATION must be real to be felt. You do not feel the intangible. A depreciation that does not have to be paid in cold cash is a will-o'-the-wisp and disappears when making an estimate. It is so easy to come Rip Van Winkle on it and say "This time don't count," and make an exception. In order to make depreciation a real expense against the business, it must be paid in money and must appear on the books as an expenditure. If the money for the wear and tear of machinery and fixtures has to be dug up each week the same as for pay-roll, then it does look for all the world like a sure-enough thing and not a mere make-believe — a creature of the imagination.

A cost system that is not based on correctly kept books and that deals largely in imaginary expenses is not of much value. The true cost system deals only in realities — has to do only with actual expenditures — keeps the record to fall back upon in every crisis — relies on the facts — can be depended on for correct results. A right cost system is based on the books of general accounting — it begins in the books and ends in the books. It does not deal in fictions of any kind, but relies wholly on the facts as shown by the books.

Some so-called cost systems allow the general books to be kept in "any old way," and the items are culled out and carried onto blanks provided and the costs are calculated from these statistics. If all the items are not corralled, the costs are lower than they ought to be; if some extras are run in from the imagination — as may be easily done — the costs are higher than they ought to be, and the result is more or less clouded.

How is such a matter as depreciation to be handled so as to appear on the general books as a reality and not a myth?

Open a depreciations fund. Carry this on your pay-roll, charging each department overhead and the office with its pro rata share, as determined by the best practice based on past experience, and credit depreciations fund. Pay out of this fund all actual repairs and replacements.

Treat this fund as you would one of your employees — hand over the money. Then it becomes a real expense that has to be reckoned with the same as a man. You will feel it. It means digging up more money for pay-roll, and that is where the shoe pinches. Do this for a year — five years — ten years. It will hurt. Of course it will hurt. But let it hurt. If you are going to figure depreciation as a part of your cost, make it a real thing, not a supposition.

What is the difference between the man and the machine? One wears out; so does the other. One works for a wage and collects it weekly. The other works for a wage — wears out — gets obsolete — goes to the scrap-heap and collects at the end of its existence when a new machine is installed in its place. The expense for the man is collected off of all the customers he does work for. The expense for the machine in ordinary practice is collected off the proprietor ten years after purchase. His customers paid for the labor of the

man, and owe him nothing for the wear of the machine, because it was not included in the bills. Who was the loser but the proprietor? And why did he lose? He was too timid to make the charge for depreciation. If he had figured that his $1,000 machine had a life of ten years, running two thousand hours a year and had an hourly wage due it of 6½ cents per hour, he might have collected off each customer as he did for the man's time and had the money in the bank to show for it.

Making the cost of depreciation a live issue by putting it into the pay-roll takes the timidity out of the usually overgenerous printer and he can say *no* with emphasis when requested to take work at a loss.

There are objections to this method of handling depreciation. It looks as if one was taking money out of one pocket and putting it into another pocket. It looks as if the money might better be used in the business than to lie practically idle in the bank drawing two per cent or three per cent. Most printers by their methods and actions prefer not to have the money at all than to have it in the bank, if they are obliged to collect it off their customers.

There may be other objections to carrying depreciations on the pay-roll and straining every nerve at times to get this extra amount just to hide it away in the bank. The temptation to use this money in a tight pinch would be almost irresistible, but even this tendency can be overcome. Treat this as a trust fund that does not belong to you. It belongs to the machines as much as the money paid the men belongs to them, and you would not think of using their money to promote your interests. The machines will call on you soon enough for replacement. Don't worry about that. "Keep a stiff upper lip" and collect off the customers who use your plant, otherwise when your plant is worn out you will be without capital and your costs will increase to such an extent that it will be hard to meet competition.

Of course, there is another way of working this item of depreciation into the books of general accounting and of making it a real account without taking out the money as suggested above, but it would not have the same moral effect or have the same value as an educator in costs, because it would not be so keenly felt.

CONVENTION OF BEN FRANKLIN CLUBS.

Agitation is forward to hold a convention of the Ben Franklin Clubs in Chicago preliminary to the second Printers' International Cost Congress at St. Louis. October 4 and 5 have been suggested as the dates. The spirit of fraternity is strong in the Ben Franklinites and the idea of making a descent on St. Louis in force has a touch of the dramatic which pleases these agitators for better things.

Written for THE INLAND PRINTER.

THE AUTOMATIC NUMBERING MACHINE.

BY HARRY W. LEGGETT.

THERE is hardly a print-shop in the land without work for the automatic numbering machine. Most shops possess a few machines, while some making a specialty of numbered work stock anywhere from fifty to two or three hundred. Yet, how many printers know anything worth while of the mechanism and care of the machine? The manufacturer boldly answers, "Not one in a thousand," and he is not far astray.

The manufacturers make these machines or "heads" in many styles. They make them to be locked up with type for use on the platen and cylinder presses, and they make them for the combination numbering and perforating presses. Besides the general run of heads which number from one up, they make heads which number backward, to save the labor of collating. They supply with the heads special-unit disks of different skips and stationary figures to match. The manufacturer can supply material to do almost any scheme of numbering.

In buying a batch of heads, buy from a reputable maker, and remember that first cost is not everything. No heads should be accepted until an examination of the printed impressions therefrom has been made. If bought from a responsible house, the heads will generally be found to be correct, but occasionally an examination may show figures out of alignment, high and low figures here and there, badly cut figures or figures with burr edges. Any one of these defects will ever after give trouble to the painstaking workman.

For the purpose of explaining the proper care of heads, let us assume that the printer has received a consignment from the manufacturer. He should first take the heads apart and acquaint himself with the mechanism. After wiping the parts dry he should oil them. One of the best oils, though offensive to the smell, is clock oil. This should be used very sparingly. Though it's a watch or a clock, the first purpose of a numbering head is to *print*, and a surplus of oil will spell disaster later on. The sides of the disks, the plunger sides or posts and the spindle should be rubbed with a thin film of oil by the finger-tip. The pawls and springs can be oiled by a fine wire on which a little oil has been taken up.

Having carefully oiled the heads and assembled the parts, the printer will put the heads on the press, and have occasion to turn the disks in the

head. For this purpose a wooden meat-skewer is excellent. A steel point should never be used, as it is liable to scratch the figures. Like a plate, each head must be brought up square and type-high by underlaying. The important point now is to have the heads plunge enough to turn the figures properly, and no more. Heavy plunging will soon play havoc with the springs. With some heads and on some presses the plunging operation is in full view, and can easily be regulated. On other presses the printer must feel his way, gradually building up the impression under the plunger. Assuming that all the heads will plunge properly, the printer can now put in all but the form-rollers, and ink up. Let the press run for two or three hundred revolutions. An examination will show whether, under running conditions, the heads have plunged properly or not.

The best roller for numbering purposes is one which is only sufficiently firm to carry ink. Regular winter and summer composition should have a small quantity of glycerin added to it. In any kind of presswork, rollers should be carefully set, but with numbering machines it is imperative. With rollers as described, properly set, the amount of ink flushed over the sides of the disks and worked into a gum between disks will be reduced to a minimum.

Having set his rollers, the printer should now ink each separate figure. The tip of the finger or a small hand roller will do this; or, when the press can easily be turned by hand, a backward and forward movement of the heads under the press rollers will be found quicker. The reason for this preliminary inking is that all uninked figures passing for the first time under the rollers may take up sufficient color.

Setting the figures in each head to a row of ciphers, the printer should take one or two proofs. He should do the same with the ones, the twos, the threes, the fours, the fives, the sixes, the sevens, the eights and the nines. Not satisfied with this, he should mix the figures up and take proofs. He will base his acceptance or rejection of each head upon an examination of these proofs.

Should he accept the heads, he will — if the manufacturer has not done so — mark them so as to be able to ever afterward distinguish them. Opposite the distinctive mark for the head, he should, on a paper slip, note any data concerning it, such as amount of underlay, amount under plunger, etc.

Inkmakers put up special inks for numbering, and where numbering only is done it is advisable to use them. Where the heads are locked up with type, of course type-ink must be used.

Now ready to number, let us take means to avoid error. As a matter of course all numbered work should be delivered face up. With but a few heads in the form, one careful girl can examine the numbers as the sheets come from the press; with twenty or more heads in the form, two girls should be assigned to the task. In spite of all the care that may be taken, heads will go wrong at unexpected times, and the girls will easily save their salary.

At the close of each day's work the heads should be wiped clean. Dampen a piece of cheesecloth with wood alcohol and wipe down the row of figures which happen to be up. Placing the thumb along this row turn up the next row and wipe it, and so on in that head and every head. When the heads commence to clog they should be taken apart, the parts brushed with alcohol and again oiled as described.

The really weak point in numbering heads seems to me to be the drop-cipher. The spindle is made with a V-groove. Attached to all but the unit cipher is a tongue, which, by a backward pull on the figure, slips into the groove in the spindle when that particular cipher is not in use. The cipher in use, the tip of the tongue rests on the solid part of the spindle. A head is not long in use till the points of the tongues, by continued impression on the ciphers, wear down. The inevitable result is low ciphers. To save these ciphers as much as possible, a sheet of baby rubber can be used to advantage in the tympan.

Although the foregoing remarks are particularly intended in all their detail for the larger shops, it is hoped that the smaller shops may find therein something of interest and practical benefit.

L'ENVOI OF THE GIRL ON THE MAGAZINE COVER.

When earth's last picture is painted and the tubes are twisted and dried,
When Christy and Harrison Fisher have put all their brushes aside,
When Wenzel is drawing no giants arrayed in the garb of to-day,
They'll print all the magazine covers in drab and in soberest gray.

The front of the *Ladies' Home Journal* will show pretty letters, at most,
And never a beautiful maiden will smile from the *Saturday Post;*
There will not be a magazine cover containing a glorious face,
And the news-stand will cease to attract us, we will e'en turn our backs on the place.

Then no man will hand out a quarter or fifteen cents, nay, nor a dime,
Because on the cover is printed an impossible face — but sublime,
And the matron, the maid and the baldhead, and the man with the tilted cigar
May read all the jokes and each poem and be thankful for things as they are.

— *S. E. Kiser, in Chicago Record-Herald.*

DRAINING LIFE'S CUP TO THE LEES.

Many people in this city and vicinity will be pleased to learn that Floyd Green, who formerly was linotype operator for the *By-Stander*, is at the present time enjoying life to its utmost. He is now in Cincinnati, Ohio, on his vacation. —*Macomb By-Stander.*

Written for THE INLAND PRINTER.

THE RUSH JOB.

BY H. R. HAYES.

THE rush job, and the job promised *positively* at a certain time, are the two things which serve to make miserable the lives of the heads of the different departments, and to place the stamp of "the biggest liar in the State" on the firm or proprietor of the printing-office. In small offices this class of work is easy to keep track of, but in the larger offices, where there are from fifty to three hundred jobs in progress to completion, the rush job is liable to become sidetracked or mislaid; the time for delivery arrives and finds it lying on the proof-table, or worse yet, in the hands of the compositor. In view of these facts, and years of experience, I submit herewith a system which makes it almost impossible for this class of work to escape.

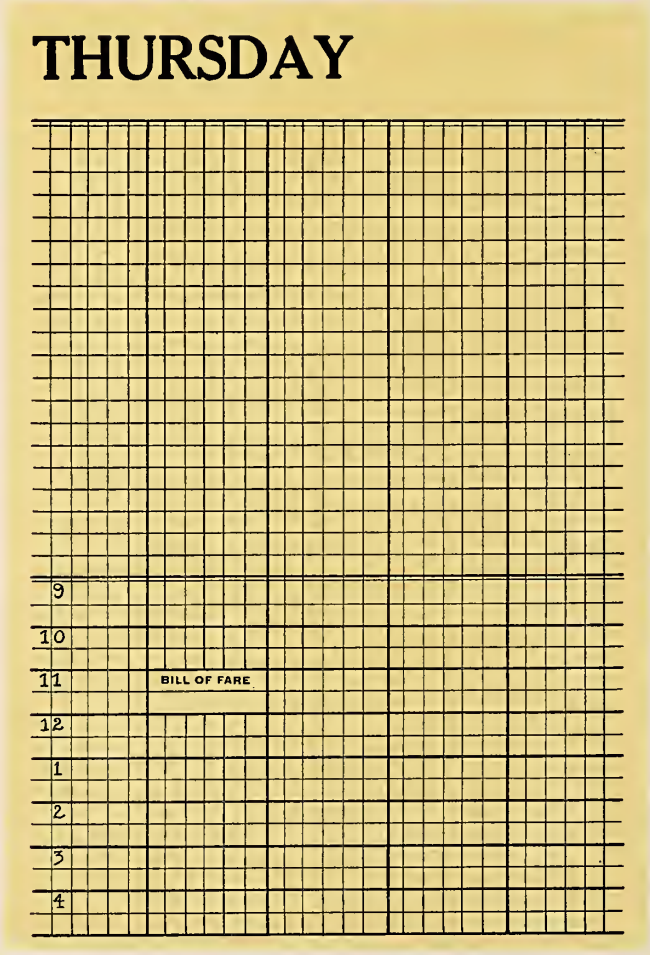
In large offices it is first necessary to procure a book, with the box-heads as illustrated.

Twenty-five lines to the page, each line numbered to correspond with the numbers on your job-check envelopes; every one hundred numbers to have index-tabs. Each check is entered on line corresponding with check number — and with the aid of the index-tabs, the record of any check may be referred to in an instant. Then the "Daily Checking-card" comes into operation. Secure about 325 sheets of any scrap of cardboard, about 5 by 8, and print 52 Mondays, 52 Tuesdays, etc., for each work-day during the week; then, with a hotel dating-stamp, stamp in the month and day number. Print the upper two-thirds of card with five six-unit columns of twenty spaces each; the lower one-third with the same five columns, but these to be divided off into hours and half hours from 9 A.M. to 4:30 P.M.— giving you five columns for jobs promised each half hour during the day and before 5 P.M.

As soon as a job-check is received and entered in the book, the date of promise is entered on the checking-card of the day and time job is promised. On all work not promised at a given hour you have until 5 P.M. All work, excepting stock work, is promised within one week, otherwise in a rush time those not promised would be liable to lie an indefinite period. The extra unit in each column is for reference marks, such as X, which means the job has been asked for; ⊗ means job must be done if it requires overtime; P means proof; R means revise; H means hunt. H is used only on large jobs which can not be completed in one week, that they may be checked up and rushed. The number and H is placed once a week until time for job to be completed. Jobs promised Saturday, Monday and Tuesday, which are not done as promised, are transferred to last column on Wednesday, and likewise Wednesday, Thursday and Friday jobs are transferred to last column of Saturday, so that you never have more than four cards on hand.

As soon as a job is run it is scratched off the card. By checking up the positive promises all the time and the balance of the card about twice a day you keep the work moving, and, except in time of congestion in the pressroom, you get your work out on time. The customer is satisfied.

Date Received	Check No.	WHO FOR	Form	Description	Compositor	Proof Out	Proof Returned	To Stock Cutter	To Lock-up	To Foundry	Printed	REMARKS



Small shops may dispense with the book, using the card only, without unit ruling, and instead of check numbers write the name of job or customer.

THE *SECOND* INTERNATIONAL COST CONGRESS OF EMPLOYING PRINTERS OF AMERICA

WILL MEET AT ST. LOUIS, THURSDAY, FRIDAY AND SATURDAY, OCTOBER 6TH, 7TH AND 8TH, 1910

THIS MEETING IS CALLED TO CONTINUE AND FURTHER THE WORK OF *STANDARDIZING THE METHOD OF FIGURING COST* AND THE *ADOPTION OF THE STANDARD UNIFORM COST-FINDING SYSTEM*

THIS Congress will be distinctly a meeting of Master Printers and all are welcome. Representatives and delegates of all printers' organizations throughout the United States, Canada and Mexico will be present, making this the largest, most profitable and most successful meeting in the history of our trade.

Great and gratifying as were the results from the First International Cost Congress, it is fully realized that much remains to be done to complete the work so auspiciously begun.

The Second Cost Congress, for which this call is issued, assures the permanency of this movement, and no one can afford to withhold their hearty co-operation and support.

Every employing printer who reads this is solicited here and now to be in himself a member of the invitation committee and invite as many brother employing printers, no matter where they are located, to attend this congress. There is no complete list of employing printers in existence. The printing trade can not be reached by any single agency, but it can reach itself by co-operation. Let us enlist the spirit of co-operation and make this meeting the largest in attendance of that of any trade or industry ever held. Be a booster. Do not wait for an invitation. This is your invitation and authority to be an inviter. It is your business, anyway. Take hold of it and make it go.

Attractive social entertainments have been arranged, and a profitable and enjoyable time is assured to all.

Address all communications to the Secretary of the Committee of Arrangements, Mr. R. Dale Smith, 318-320 Wright Bldg., St. Louis, Mo., who will be pleased to answer all inquiries, make all arrangements for hotel accommodations and be of any possible assistance.

The following excellent program, consisting of papers by some of the best known printers of the country, offers a fund of interesting and educational subjects for consideration and discussion. It will review the work of the past year and serve as a helpful guide to our actions in the future.

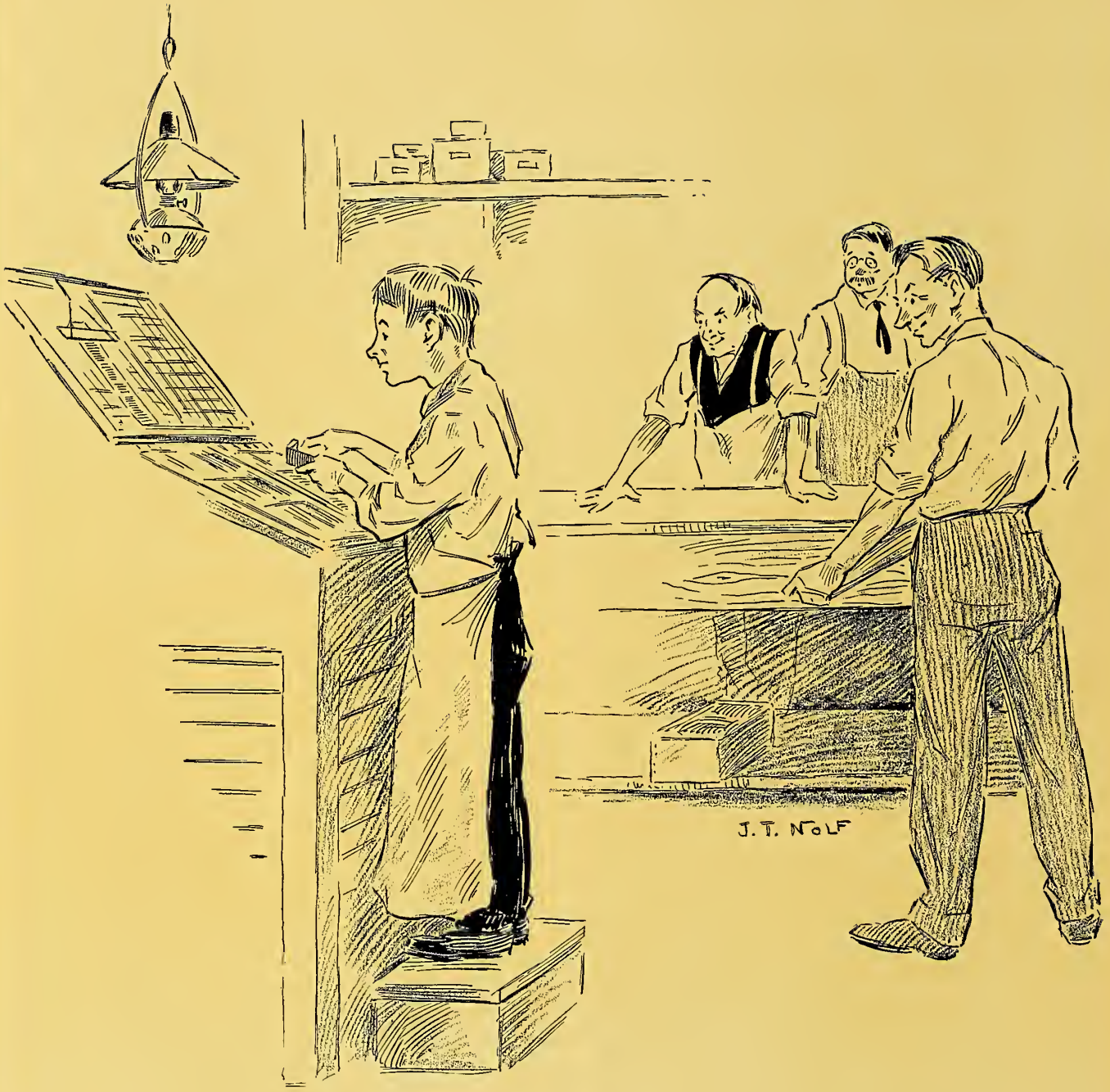
PROGRAM

THE SECOND INTERNATIONAL COST CONGRESS

1. Annual Report of American Printers' Cost Commission.
2. Five-minute Reports on Results of Cost Study, from various cities throughout the country.
3. Exposition of Standard Uniform Cost-finding System.
4. Portland, Oregon, Costs.
5. Will Use of Cost System Cause Loss of Business, and the Results?
6. Distribution of Overhead Burden.
7. Standardization.
8. Efficiency.
9. Salesmanship.
10. Mutual Fire Insurance.
11. Credits.
12. Organization and Co-operation.

SIGNED: AMERICAN PRINTERS' COST COMMISSION.

J. A. MORGAN, Chicago, Chairman.
A. M. GLOSSBRENNER, Indianapolis, Treasurer.
A. W. FINLAY, Boston.
FREDERICK ALFRED, New York.
ROBERT N. FELL, Philadelphia.
EDWARD L. STONE, Roanoke, Va.
W. A. JONES, Buffalo.
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STEWART SCOTT, St. Louis.
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THE SCHOOL FROM WHICH REAL EDITORS CAME.

Drawn by J. T. Nolf, ex-printer.

THE INLAND PRINTER

A. H. McQuilkin, Editor.

Published monthly by

THE INLAND PRINTER COMPANY

120-130 Sherman Street, Chicago, U. S. A.

Address all Communications to The Inland Printer Company.

New York Office: Tribune building, City Hall square.

Vol. XLV. SEPTEMBER, 1910. No. 6.

The Inland Printer is issued promptly on the first of each month. It aims to furnish the latest and most authoritative information on all matters relating to the printing trades and allied industries. Contributions are solicited and prompt remittance made for all acceptable matter.

SUBSCRIPTION RATES.

One year, $3.00; six months, $1.50, payable always in advance. Sample copies, 30 Cents; none free.

Subscriptions may be sent by express, draft, money order or registered letter. Make all remittances payable to The Inland Printer Company.

When Subscriptions Expire, the magazine is discontinued unless a renewal is received previous to the publication of the following issue. Subscribers will avoid any delay in the receipt of the first copy of their renewal by remitting promptly.

Foreign Subscriptions. — To Canada, postage prepaid, three dollars and sixty cents; to all other countries within the postal union, postage prepaid, three dollars and eighty-five cents, or sixteen shillings per annum in advance. Make *foreign* money orders payable to The Inland Printer Company. No foreign postage stamps accepted.

Important.— Foreign money orders received in the United States do not bear the name of the sender. Foreign subscribers should be careful to send letters of advice at same time remittance is sent, to insure proper credit.

Single copies may be obtained from all news-dealers and typefounders throughout the United States and Canada, and subscriptions may be made through the same agencies.

Patrons will confer a favor by sending us the names of responsible news-dealers who do not keep it on sale.

ADVERTISING RATES

Furnished on application. The value of The Inland Printer as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the fifteenth of the month preceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to fulfill honestly the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

The Inland Printer reserves the right to reject any advertisement for cause.

FOREIGN AGENTS.

W. H. Beers, 40 St. John street, London, E. C., England.
John Haddon & Co., Bouverie House, Salisbury square, Fleet street, London, E. C., England.
Raithby, Lawrence & Co. (Limited), De Montfort Press, Leicester, England.
Raithby, Lawrence & Co. (Limited), Thanet House, 231 Strand, London, W. C., England.
Penrose & Co., 109 Farringdon Road, London, E. C., England.
Wm. Dawson & Sons, Cannon House, Breams buildings, London, E. C., England.
Alex. Cowan & Sons (Limited), General Agents, Melbourne, Sydney and Adelaide, Australia.
Alex. Cowan & Sons (Limited), Wellington, New Zealand.
F. T. Wimble & Co., 87 Clarence street, Sydney, N. S. W.
G. Hedeler, Nürnbergerstrasse 18, Leipsic, Germany.
H. Calmels, 150 Boulevard du Montparnasse, Paris, France.
John Dickinson & Co. (Limited), Capetown and Johannesburg, South Africa.
A. Oudshoorn, 179 rue de Paris, Charenton, France.
Jean Van Overstraeten, 3 rue Villa Hermosa, Brussels, Belgium.

EDITORIAL NOTES.

THE busy season is upon us again. Go after the work you are equipped to do, and be sure you get a profit!

From the journal of the Franklin Institute we reprint this month the lecture by Henry A. Wise Wood, delivered before that body, on "Modern Stereotypy and the Mechanics of the Newspaper." In order to make room for this interesting and comprehensive lecture we are compelled to hold over to next month the articles on color by Mr. E. C. Andrews and Mr. John F. Earhart.

Contests in various kinds of composition give splendid opportunities for judging the interest being taken in that division of the trade. The business-card and title-page contests which we submitted to the craft in the last few months brought 1,716 specimens from 870 contestants. This so greatly exceeds all previous or contemporaneous efforts as to challenge attention. The result proves beyond cavil that the men at the case who read The Inland Printer are thinking about their work, and the specimens printed from time to time demonstrate that they have been thinking to some effect.

Our German friends are evidently proud and jealous of their rights as printers. A stationer in the Prussian province of Hanover took orders for printing at cut rates, though he did not own a printing-office. This disturbed the legitimate printers, who haled the offender into court, where he was ordered to cease representing himself as a printer and told he would be fined $25 if any complaint were proved against him. To us this seems a strange business for the courts to be engaged in, but there doesn't appear to be any injustice in preventing one from misleading the public, especially when he indulges in the unhealthful business practice of cutting rates.

The University of Michigan has conferred the degree of Master of Arts upon Thomas May, the cartoonist of the Detroit *Journal*. Commenting on this "new departure," *Harper's Weekly* says Mr. May is the first cartoonist to be so honored by an American university. "There go many valuable materials into the making of a fine cartoonist," says *Harper's*, "technical skill, humor, imagination, knowledge and fineness of spirit. To know what to say and how to say it in a cartoon takes a rare combination of abilities. To honor it shows contemporaneousness in the University of Michigan, a quality in which the big Western universi-

ties are apt to lead their Eastern sisters." But must the honors be confined to this one branch of newspaper enterprise? Several universities have taken up the subject of newspaper-making, and ancient Harvard is going to show us "how to print." Where shall the line be drawn? May there not be M. A.'s and A. B.'s for paragraphers and editorial writers, and for ad.-men and linotype operators?

PRESIDENT KIMBARK, of the National Paper Trade Association, says that some members of that association "do not know what it costs to do business." There is something familiar about that remark, though it may never have occurred to a printer as being applicable to papermen. The statement is doubtless as true as it is trite, and we wish to emphasize what Mr. Kimbark further says, when he asserts that until we know what it costs us to do business we shall have confused trade conditions, embarrassing to producer, distributer and consumer. The planless way of doing business always argues waste and loss. With those elements eliminated there would be more profit, and, in some instances, cheaper product.

PRINTING-OFFICE employees of Teheran, Persia, have made the labor issue an acute one in that far-off and ancient kingdom. During July there was a strike and the newspaper offices were tied up for a day or so. While the minimum wage is but $3 a month, there are many regulations that strike the Occidental mind as peculiar if not radical. Among the demands we notice that "every printing-office must have its own doctor in attendance," and employers are required to compensate employees in the cases of temporary or complete disablement. The impulsive, testy man and the traditional Oriental love for politeness are taken care of in a clause which reads, "The editors and managers must treat their employees with politeness." Well — but that is in Persia, and why go far afield for trouble?

"WHO would be free, themselves must strike the blow," said a perfervent orator on a memorable occasion. If printers are to free themselves from the thraldom of uncertainty they must get together on the cost question. It is a question of paramount importance. It is a question that is occupying the attention of other industries. Every printer may be well assured that he must pay the price, based on ascertained cost, for all he uses in his business, in his living, in his pleasures. He can meet the growing increase in price for everything by making his own charges on what the products of his press cost him. How to ascertain these costs, how to induce his competitors to stop cutthroat practices, are the objects of the second cost congress, the announcement of which appears in this issue of THE INLAND PRINTER. It, therefore, is incumbent on every printer to work with every other printer to make this meeting as large as its influence on the trade promises to be. Nothing in the business is of as much importance as this cost congress. Let every man attend to this as his own special duty *now*.

THERE lies before us a letter from what is sometimes loosely called a "country printer," though there is nothing bucolic about his printing. He has bought a worn-out office in a large city, one of the second-class cities, to use a governmental designation. Printorially, it is similar to many cities and towns of all classifications — "prices are badly down the scale," as our correspondent puts it. He is not dismayed, but displays the spirit that should permeate the entire craft, and we are sure will yet be the guiding spirit of an increasing number of printermen. As all the shoes sold to men are not of the three-fifty variety, our friend is sure there are people in the low-price city who will pay fair prices for good work. He will charge for his product on the theory that "a man with brains won't work for nothing, and printing requires brains." Here's luck to our correspondent, who is welcomed to that saving remnant of the trade which is weaning its customers away from the nasty doctrine of sheer cheapness to that of printing goodness — and teaching them to pay for it on the basis that quality printing represents brains.

THE movement for the elimination of expensive crudities incident to industrialism is constantly spreading. We are prone to think that the graphic arts people are in the van in the uplift; perhaps so, but trade and technical journals during the convention season teem with appeals for better things and reports on the success of the new order of affairs. At the recent convention of the National Wholesale Jewelers' Association, President Schwab dwelt on the coöperative tendency in that trade. Though their associations are young, Mr. Schwab says that manufacturers, wholesalers, jobbers and retailers among jewelers are living in a state of orderly amity, which contrasts favorably with a few years ago, "when chaos prevailed in all branches of the business." He also avers that the peace which the trade found to be so advantageous does not affect the interests of the community injuriously. Those acquainted with the effects of organization will bear willing testimony to the truth of this assertion. Indeed, it is easy to

imagine that the community would benefit, as in the end consumers must pay for the lawsuits, cut prices and other features of commercial strife. Though unavoidable at times, the economic interpretation of all these things is wastefulness. When all are agreed that nations should avoid war, it would appear to be absurd for industrialists to continue a system that induces and provokes useless and expensive strife. As Mr. Schwab told the wholesale jewelers, "the day for agitation, boycotts or blacklisting is past." As the trade of the soldier is fading in importance in affairs national, so is the litigious and "scrappy" person in the sphere of commerce. Diplomacy is superseding fighting, and the man who knows he is in business to make money and not to fight is elbowing the others out of the way.

Prison-made Goods and Printers.

The recent meeting of the Allied Printing Trades Council of New York State, at Poughkeepsie, was the inspiration for an editorial on prison-made goods, which appeared in the *Eagle* of that city shortly after the adjournment of the meeting. This newspaper declares that the council "was organized chiefly for the purpose of obtaining special privileges for the printing trades —that is, to prevent the introduction of printing in the state prisons and reformatories." The question of the chief cause for the organization of the council is immaterial here, but how the *Eagle* is able to figure out "special privileges" for the printing business, said to be the council's chief aim, is beyond our ken. The Poughkeepsie editor probably would be the first to object if a proposition were made to begin the publication of daily newspapers at the different prisons, which sold for less than he could publish the *Eagle*, on account of the difference in cost of production. The city, township, county and state printing is a large item, which has been the means of employing thousands of capable and upright printers, who have contributed to the support of the State not only through a direct tax but by the education of their offspring, thereby adding to the sum total of the country's good citizenship. Is it unnatural, then, that they should oppose the introduction into the state prisons and reformatories of a plan to have this work done by thugs, thieves and murderers?

The convict-labor problem is an old one, and every good citizen is willing to lend his aid to its solution. That the prisoners should be given opportunity to fit themselves for more useful and honest citizenship upon their release is beyond controversy. But this must be brought about in a manner which will not sacrifice the welfare and happiness of men who have been loyal to their country and its laws, and whose lives have helped to strengthen the moral backbone of the nation.

We see no reason why convicts should not be permitted to help manufacture everything that is consumed by prisoners, but that they should be used as instruments to supply the wants of freemen when many freemen are unable to secure employment, is a doubtful undertaking, not only from an economic but from a moral viewpoint as well.

"Cost" Education in Canada.

That Canadian printers are farther advanced in business methods than their American brothers was not evident in the recent District Cost Conference, held at Stratford, Ontario. On six different jobs fourteen printers submitted estimates, according to the *Printer and Publisher*, and on all of the jobs the difference between the highest and lowest ranged from one hundred and sixty to three hundred per cent. The most striking evidence of incompetency in estimating costs appeared in the figures returned on a twelve-page booklet. The lowest estimate was $39.85, and the highest $135. But what seemed most inexcusable in the estimates on this piece of work was the difference in the figures given on cost of stock, which ranged from $9 to $40. That there was need for the calling of the conference, who will deny? Surely, when printers disagree to the extent of some four or five hundred per cent on what it costs to buy the same grade of stock in the same market, it is high time at least that a few conferences were held and figures compared.

But this getting together of Canadian printing craftsmen portends a great deal more than a mere comparison of figures. Other district conferences will be held shortly, and when it is once realized by printers throughout the Dominion that the trade is wofully demoralized through a lack of knowledge on cost methods, it is pretty safe to predict that in the not far distant future a genuine improvement in conditions will be the result.

Sound Advice.

"Loud talk never won a labor battle; likewise, hasty action, threats, intimidation or violence. To-day we must meet the employer as man to man. The employer's rights must be recognized and protected as well as those of the employee."

These are the words of President Frederick Northrup, of the local typographical union, in welcoming the delegates to the convention of the Allied Printing Trades Council of New York State, at Poughkeepsie, last month. They may not sound good to the worker who believes the employer has

no rights, just as a similar declaration by an employer concerning the rights of the men would not appeal to the boss who believes the worker has no rights. But they reflect a growing sentiment among all classes, and the printing craftsmen especially are to be congratulated upon the steady decline in influence of those who, either as employers or employees, are unable to subscribe to the principles enunciated by Frederick Northrup, as quoted above.

Publisher and Subscriber.

The relations between reader and publisher have changed vastly in the last quarter of a century. Then when one bought a paper or a magazine he paid for the article — there was a slight profit in the transaction. Nowadays, as a rule, the subscriber doesn't pay for white paper; the advertiser carries the financial load. It needs little astuteness to see what this condition produces — a press that is unduly sensitive about the feelings of advertisers, though its principal duty is to the public from which it secures subscribers. It is extremely difficult for a publisher to overcome this tendency — he is confronted by a condition that is seemingly all-enveloping and which may end in publications being given to subscribers free. Truth to tell, the keen competition for circulation has caused circulation to cost more than the receipts, in many instances, and if it were not for the postal regulations there is little doubt but that the free-circulation magazine or paper would be with us now.

THE INLAND PRINTER has tried to avoid placing all the burden on one class of supporters — the advertisers. We have endeavored to pursue what is logically a fair policy — to make the subscriber pay his share toward the production of the magazine. This is not done wholly as a matter of fairness. We have thought the tendency toward dependence on advertisers would lead to a neglect — perhaps unconscious — of the subscribers' interests, and we fain would avoid the approximate occasion of sin in this respect. It is usually easy to go with the crowd — to follow the custom of the day — in such matters. To swim against the stream entails the expenditure of much energy and the penalty of more or less discomfort. The compensation is found in being nearer right than otherwise would be the case, and occasionally some one shouts a cheering word that encourages the struggler to persist. Editor Bridgman, of the Stanley (Wis.) *Republican,* is one of the encouraging voices. Addressing the Wisconsin Editorial Association, he said the practice of compelling advertisers to carry the heavy end of the burden is making inroads in the domain of the country press, and this practice had beclouded the moral sense of the editorial department of some of our great papers. Mr. Bridgman regards the subscription price that has no relation to cost as illegitimate, and believes that if the press is to retain its influence it will have to consider the issue of separating legitimate journalism from commercial advertising. "Dearly as we love the liberal advertiser," he told his fellow publishers, "a higher appreciation of our duties to the public will one day bring us to a careful analysis of our true relations to the advertising patron." The relations between the publisher and the subscriber are out of joint, and, like all departures from what is right and just, the result is detrimental to all.

Political and Business Corruption.

THE INLAND PRINTER is not concerned in politics, nor is it the province of technical journals to debate political questions. Yet it is the plain duty of every trade journal, when the industry of which it is a representative has been the target of corrupt politicians, to fearlessly proclaim its attitude by a candid expression of opinion.

"Paramount issue" has been sung into the ears of American citizens since almost the establishment of the republic. A new "paramount" is unearthed at every election, whether municipal, state or national. And as a rule these "issues" have been the makeshifts of politicians to divert the attention of the honest voter from the one great festering sore which has been eating into the vitals of our country — that of dishonesty in public office.

Although within the past few years strong efforts have been made by men of integrity, both in and out of office, to turn the attention of the people toward the corruption of our officials and the menacing influences which stand like the picture of death over American institutions, yet the corruption which has but recently been uncovered, both in business and in politics, should arouse every patriot in our land — and especially the printer, whose historic interest in the cause of justice and liberty has placed him in the forefront of the country's defenders — to a realization of the dangers ahead. Legislators have been bought and sold like so many cattle, and other officials have apparently been used as mere tools by commercial brigands. And in the business world, large corporations, while in the very act of exacting still greater tribute from the people, have been robbed by their own officials through every known device in the great graft game.

But it does not seem enough that America's decent citizenship should be outraged and humbled

by this wholesale corruption in our own country. A few weeks ago startling disclosures of dishonesty were made in connection with the Canadian Printing Bureau, at Ottawa. A searching investigation was made, and, as a result, the *Printer and Publisher*, a Canadian trade publication, presents the following edifying information:

"So far, no suggestion that any Canadian house is implicated in the scandal has been made, all the dishonest dealings hitherto discovered being traceable to United States concerns."

If this be true, humiliation should burn into the soul of every honest American citizen. It were enough to shoulder the rottenness unearthed within our own borders, but to be accused of extending the graft market into the dominions of our neighbor is, or should be, the last straw.

It is to be hoped that our Canadian colleague is mistaken, and that a further investigation will clear our skirts of any connection with the corruption of the Printing Bureau at Ottawa. But, be that as it may, printers should be the first in the fight to purge the nation of its corrupting influences! Every vestige of party prejudice should be swept aside in the interest of honest men and honest measures, and a supreme effort put forth, not only in the defense of the printing industry, but of every other business, and of our country.

WHAT HAPPENS!

I speak of men — a host of men! — and you and I know many such,
Whose word is nil within their homes, whose law does not amount to much.

They're humble, meek and silent, too; their better halves control them quite,
And will not let them spend a cent or wander with the boys at night.

But once in every little while a man like this will break away,
Evade his wife and "cut it loose" and "whoop it up" till break o' day!

But, oh, the price that they must pay! It quite reminds me, if you please,
That "Solomon, with all his wives, was not arraigned like one of these!"
— *John D. Wells, in Buffalo News.*

TO ADVANCE PURE LITERATURE.

The London *Times* announces, under date of July 20, the constitution of a body designed to represent pure literature in the same way that the Royal Academy represents the fine arts and the Royal Society represents science — in other words, the birth of an English would-be rival of the French Academy. There are to be forty members eventually. At present there are only twenty-seven original members, who include Alfred Austin, Austin Dobson, Edmund Gosse, Thomas Hardy, Henry James, Andrew Lang, Lord Morley, Sir Arthur Wing Pinero and George MacAulay Trevelyan.

The newly constituted body will be known for the present as the Academic Committee of the Royal Society of Literature, which society, with the Society of Authors, formed a joint committee to study the project of a British Academy. Later on, the academic committee, if successful, will break away from the Royal Society of Literature and seek a charter of its own.

Written for THE INLAND PRINTER.

LANGUAGE WHIMS AND FALLACIES.

NO. VIII.— BY F. HORACE TEALL.

LIPPINCOTT'S Gazetteer happened to be the book chosen, in writing these papers, from which to exemplify diversity in the forms of geographical names. Almost any other full list of such names would have served as well for that purpose. But, in looking out the names to be used, it was inevitable that some forms frequently occurring in the text should attract attention, as they differed so much from those which the writer had until recently thought to be the only right ones. They were abbreviations, and made in a way that the writer had then never seen in print elsewhere, though he has since found them in another book.

In the lists of abbreviations given in the dictionaries N. E. and N. W. are the forms for northeast and northwest, S. E. and S. W. for southeast and southwest. In the two books mentioned these words are abbreviated NE., NW., SE., and SW. No dictionary has included these latter forms, and of course the reason is that the lexicographers do not know them as having been sufficiently used to be worthy of record. Makers of dictionaries search very carefully all sources of information, and these sources necessarily include all authoritative lists. Naturally, the inference from this is that the forms under notice are not in any of these lists, and they are not there because they are not commonly used.

We plainly have here a case of exceptional if not exceptionable practice, arising from whim or fallacy, if not from whim and fallacy. It is very clearly a departure from the very sensible consensus of opinion, as shown by common practice, that those forms are best which prevail in usage. Such use of practically unknown abbreviations arises from reasoning that, though specious, is fallacious, at least in the fact of being abnormal. We have chosen abbreviations as affording a good example of such abnormality, not merely for the purpose of criticizing one detail or one book. To the writer a striking analogy appears in the attempt to change a great deal of our spelling, on the plea of simplification. When the board of philologists that is now striving to establish a new orthography issued its first list of proposed changes, the New York *Sun* said, editorially: "For our part, we have never worried much about the English language or the spelling of it. Indeed, that spelling, laboriously acquired, is a possession

not lightly to be parted with. A good many foreigners have to learn English; and if they have to they do. The jungle of the spelling-book won't keep them back. The truth is that it seems a good deal harder to spell according to the reformed code than according to the old one." It also said: "They [the members of the board] are all pledged to spell according to their own spelling. Their plans are large, and doubtless a large number of centuries will be needed to carry them out."

It takes all kinds of people to make a world, and of course all kinds of thinking and of practice must be used by them. Is there one among them who escapes the experience of an occasional jarring by some revelation of an opinion or belief he had supposed impossible, or even almost unimaginable, as the firm conviction of another person whom he had previously thought sensible, but now can hardly credit with sanity? And does not that other person experience the same feeling when he finds one who does not agree with him? Of course that is not so with regard to all differences of opinion; but everybody has some notions that cause such result. And the world is steadily progressing in tolerance, so that more and more is the individual free to hold his own opinion. Yet, while this may be affirmed with little fear of contradiction, its converse is also true. An assertion may here be cited from a source not sufficiently consulted, the preliminary matter of a dictionary. It is in "A Guide to Pronunciation," in Webster's New International Dictionary, in the section headed "The Standard of English Pronunciation," page xxxviii. It is this: "Change is constantly going on, both in the separate sounds of the language and in the words of which it is composed. New forms exist side by side with the old, though usually one of them ultimately supersedes the other. All changes that endanger the true function of language, which is the intelligible expression of ideas, are strongly resisted." The intelligible expression of ideas is always best accomplished by the use of established forms, even if the innovators can formulate strong arguments in favor of their innovations.



THE WIND-SWEPT DUNES.

Half-tone from etching by Earl H. Reed, Chicago.

Probably the reasoning in favor of the odd abbreviations here noted was that, as each of them represented a single word, the best form would be one that did not simulate two words. But the latter forms are in practically universal use, and are not really objectionable. Others like them are also used, as R. R. for railroad, P. M. for postmaster, Q. M. for quartermaster. Besides, in most British print, and occasionally in Amer-

ican, hyphens are used in the compass words, north-east, north-west, south-east, south-west, thus making the unfamiliar abbreviations still have the nature of misfits.

Another phase of the abbreviation question is more purely typographic, and will show us how people may and do differ in their conception of beauty in form. Certain kinds of abbreviations are often printed in small capitals, because the users of this style, or some of them, think this gives a more pleasing appearance; but others use capitals, partly because they think these look better, but largely because at least some of the abbreviations stand for words always capitalized. Theodore L. De Vinne chooses small capitals, and in "Correct Composition" he says:

"Formal abbreviations of anno Domine, anno mundi, anno hejiræ, anno urbis conditæ, and before Christ are made with A.D., A.M., A.H., A.U.C., and B.C. For this purpose small capitals closely set are preferred." Speaking of titles, like LL. D., he says: "Use of capitals for abbreviated titles in the text is made imperative in many offices. When the small capitals of the text-letter have a little more prominence than the lower-case letters (which they seldom have), the small capitals will be found a more pleasing substitute."

Mr. De Vinne here speaks of his own preference as if it were that of a majority among printers and writers, and in doing so he does just what almost every one does. What is the use of having an opinion at all with no backbone to support it? Any one is certainly entitled to accept Mr. De Vinne's expressed preference, but equally we are all free to reject it if we so prefer. The fact is that many people now prefer the other practice, and formerly almost every one did; and the truest assertion in such a case is one that more fully recognizes both sides. The dictionaries all enter these abbreviations in capitals only, but the Century says of P. M. for afternoon that it is also printed P. M. and p. m. Webster's New International and the Standard capitalize each word of the phrases given by Mr. De Vinne with lower-case letters, but the Century does not. The dictionaries record the forms thought to be prevalent by their editors after a careful research. My own personal choice, based on what I believe to have been once almost universal practice, and to be now as frequent as any other, if not really prevalent, is to use capitals in every instance, and to use spaces just the same as between words.

In these matters, as in many others, opposite opinions are strongly held, and the proofreader is as well entitled as any one else to have his own opinion. In doing work for those who show a decided preference either way, the proofreader should certainly do it in the way chosen by the authorities, regardless of his own choice, excepting, of course, that he always may suggest a change and support his suggestion with reasoning, or citation of authorities, or in any way that can not be offensive. No proofreader should ever attempt to change anything in a way that can give offense.

MORE PRINTERS NEEDED IN CONGRESS.

The following brief history of Printer-Congressman William B. Jameson appeared in a recent issue of the Washington (D. C.) *Herald:* "W. B. Jameson, representative from the Eighth Iowa District, was born in Iowa, November 9, 1873. When nine years of age he began setting type in his father's office, having to use a special platform to reach the case. At eleven he could reach the case without the platform, and felt he had reached man's estate when he finally succeeded in pulling the old Washington hand press, and soon became competent to work off the entire edition of one thousand. In 1892, at Traver, Iowa, in the office of the *Star-Clipper*, which he thinks is the greatest country paper in the world, Mr. Jameson set four twenty-four inch galleys of leaded minion in ten hours, which he thinks is close to the world's record, and says he never worked with a printer who could set as much. He has challenged Sergeant-at-Arms Casson, Clerk of the House McDowell and Victor Murdock, all old printers, to a typesetting contest, which is slated to be pulled off next winter.

"At seventeen years of age, Mr. Jameson joined Chicago union, and for four years, at different times, was a tramp printer, working in all the big cities and several of the small towns between Chicago and Anaconda, Montana. At nineteen, he borrowed the money and bought the *Pioneer*, a weekly paper at Ida Grove, Iowa. He was made chairman of the Democratic County Committee, and carried the county for his party, the first victory in many years. He kept the paper a year and a half and made it pay, but the wanderlust was too strong, and he sold out and again took to the road. Later he bought the *Gazette* at Columbus Junction, Iowa, ran it successfully for two years and a half, and then turned it over to his father.

"Eight years ago he went to his present home, in Shenandoah, Iowa, and bought the *World*, a semiweekly, and has been its editor ever since, and expects to continue it. Four years ago he was elected to the State Senate. Two years ago he beat the Hon. Pete Hepburn for Congress, being the only Democrat ever elected from that district, and the only Democrat ever elected to either place and held both at the same time.

"Mr. Jameson thinks if there were more printers and fewer lawyers in Congress the country would be the gainer. He says he is the only country editor in the world to have a specially built cash register in his office, from which he gets daily reports of everything in a business way, and considers it the best investment he ever made, and advises other country editors to get one. He is very fond of talking shop with the printer boys and girls, and hopes always to have a country office. He thinks every printer should belong to the union; that the typographical union is the best in the world, and believes that many of its principles should be applied to the government of States, especially the initiative and referendum."

WRITE to all the employing printers you know and ask them to meet you at the Cost Congress in St. Louis.



WALLACE TOWER — ABBEY CRAIG — STIRLING, SCOTLAND.

Written for THE INLAND PRINTER.

THE OFFSET PRESS.

BY WILLIS J. WELLS.

THERE have been many articles written in the printing and other magazines within the past year or more in relation to the qualities and the work produced by the offset press. Some of these articles are written by the people who are selling the press, and for this reason anything which they may say is subject to the natural salesman's idea of the beauties of the article which he is selling. Other articles are written by entirely disinterested people, so far as any money profits are concerned, but largely from the standpoint of inexperience in comparing actual values in the production of work.

The writer has noticed and read a great many of these and has felt that the time had come when it would be a good idea to show the purchasing public that, while the offset press has a distinct value, and there is a place for it in the production of advertising and other kind of work, there are many claims set forth which investigation shows have no foundation in fact.

The claim that a half-tone can be printed upon rough paper by the offset press and give in the final presentation of the picture all of the beauties, lights, shades and the fine handwork of the original engraving is entirely and utterly absurd.

If the offset work is done from the plate itself, there is always a loss of most of the fine points in making the transfer. If the offset work is done from the original negative, there is the loss of the expert etchers' and finishers' work, which is a large part of the beauty and value of a half-tone engraving. The reproduction of any half-tone by the offset press coarsens the work and takes away from it that snap, definition and luster which are peculiarly the qualities of a first-class half-tone, printed in a first-class manner.

As an illustration of the truth of this text, the samples which are placed in connection with this article are perfectly fair specimens. There has been no attempt made to improve the half-tone or to cheapen the offset work. The offset work was printed by one of the best houses in Chicago, and they had no knowledge that these samples were to be used in an article illustrating the value of their work.

One of the claims for the offset press is that the half-tone work can be produced upon rough paper, and is, therefore, more artistic than the same work produced upon smooth paper. The writer, for one, fails to see any reason why a piece of rough paper is any more artistic than a piece of smooth paper, and he does not believe that there is any law governing artistic productions which can be cited to substantiate that claim.

On the contrary, that only is truly artistic which is adapted to efficiently serve the purpose of its creation. The advertiser requires that his engravings attractively and accurately represent his goods. He wants clearness and detail — not foggy, indistinct impressions. The latter may be "art" to those highly imaginative souls who discourse so learnedly about "art for art's sake," etc., but the art that is demanded and appreciated by the business public is the kind that makes the most graphic written description still clearer, and conveys a more precise and comprehensive idea of an article than is possible by means of mere words. An offset impression of a half-tone in a subordinate part — as a decorative feature — may be very effective and artistic, but as an illustration it fails to meet the main requirements.

Whether work can be produced by the offset press any cheaper than the same work upon a cylinder printing-press I have no knowledge. The claims for amount of production are very large, but up to the present time the size of the sheet which can be successfully operated is a great deal smaller than work of the same character can be printed on a printing-press, and there are many other reasons which operate in favor of the printing-press. This, however, is a question into which I have no intention to go, the only idea of this article being the intention of proving that the offset press is not an advancement of the science of printing, so far as quality of production is concerned; but instead of improving the quality of any reproduction by half-tone work it is a detriment to it.

It is a fact that a half-tone printed upon rough paper by the offset press will present a better effect than the same half-tone printed on the same paper by a printing-press, and if a purchaser is willing to give up the beauty of a first-class half-tone simply that it may be printed upon rough paper, it is, of course, his privilege to do so, but he ought to know that there will be a loss in the value of the half-tone and not expect to get something equal to the print on the enamel stock.

What may be done by the offset press in the future in relation to the printing of larger sheets, and what may be accomplished by this process in colorwork, is still in the realm of speculation, so far as quality work is concerned. If there is to be any economy in the production of colorwork they must be able to duplicate the same picture by the transfer process, so that they may print a large sheet and make their duplicates uniform and in

perfect register. Up to the present time this has not been accomplished, and there are enormous difficulties in the way of producing perfect results. These, of course, may be overcome and possibly will be, but so far as we have seen the samples produced, it is a case of claim everything, because no one will know whether you are right or not.

The *Printing Art* has produced a number of illustrations of the best grade of offset work. These can be found under the titles of "Planogravure," in the February number, 1910, and "Offset Press Exhibits," in the January number, 1910, together with an article by Edwin Osgood Grover about the subject in general, and as these specimens are shown as samples of work produced by different houses, it can easily be seen that they are the best productions of the kind showing the present state of development of the process.

Written for THE INLAND PRINTER.

LEVELING CUTS AND REGISTERING TINTS.

BY H. G. BATCHELDER.

MANY articles have been written about the time that is saved in the cylinder pressroom by having the cuts in mixed type and cut forms made type-high before leaving the composing-room. Cuts should be made the proper printing height, not only before leaving the composing-room, but before they reach the compositor or make-up.

The compositor has not been born who can underlay a cut to suit the average pressman. If left to the compositor he brings the cuts up a trifle higher than the type, for in this way he has less trouble in securing a good proof on the hand press. The cylinder pressman, on the other hand, usually desires the cuts slightly lower than the type, to get the proper gradation of color values by overlaying, especially in the case of vignettes.

I have always contended that the proper way to secure the best results and save time on cut-forms was to hand the cuts over to the pressman, as they come from the engraver, to be evened up and underlayed between the shell and the block. Then, if it is necessary for the compositor to build them up in order to get a satisfactory hand-press proof, he may do so by putting temporary underlays on the bottom of the block, to be removed after the form is locked up. This is seldom necessary, however, except in the case of extremely large blocks.

This method puts all the make-ready on the form where it properly belongs, in the pressroom, and it is done by the man most competent to do it. It will also facilitate the work, by allowing the compositor to start composition immediately, as the item of a slight delay in having the cuts to work with is not usually important. Much of this work may be done by the pressman during otherwise unproductive time, while the unproductive time of the compositor may be used to better advantage in distribution.

It is always better in renailing a cut to the block to use nails slightly larger than the ones removed, as the action of drawing the nails tends to enlarge the holes, and if the same nails are used they are liable to work up on a long run. To protect the face of the cut from the hammer when renailing, cover it with a strip of heavy pulpboard with a slot cut in it the width of the nail. The nail may then be driven almost flush before using the set.

Engravers are not always careful to have tint-blocks mounted at the proper angle to register with keyplates. This causes a waste of time to the printer, and all such cuts should be tested out by the compositor in this way:

Tie a cord or place a rubber band around the keyplate, and slip a piece of two-point face-rule between the block and band, at the top and left-hand side; then pull a proof on onion-skin or tissue paper. Proceed the same way with the tint-block, and if, by superimposing the two proofs in register by holding up to the light, the ruled lines on both proofs are found to be parallel, the tint-block is mounted at the proper angle. If not correct, the cuts should be returned to the engraver to be remounted in register. A batch of cuts recently tested in this manner showed fifteen out of sixteen badly out of register.

AN AWFUL DISAPPOINTMENT!

The saying that trouble never comes singly seems to be as *true* as it is *trite*. Just as we were planning a grand June issue of the *Era*, we had the misfortune to get a lick in our good eye. While clearing off a patch of ground a sprig of a bush jabbed into it, June 4, and put us "out of business." This explains to the readers what has been the matter.

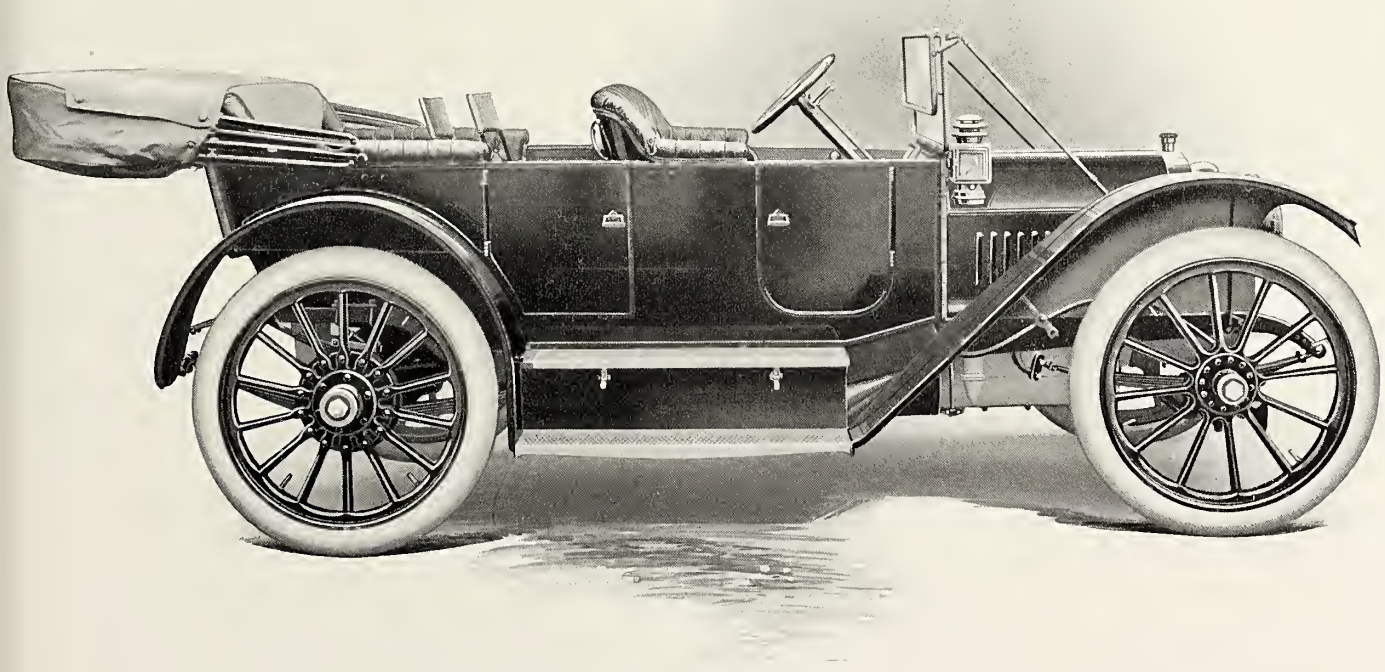
Our eye is almost as good as ever, but we are still troubled with some nervousness. There is great consolation that it was no worse; for the loss of sight is, to our notion, the greatest calamity that can befall any creature.

We are grateful to our friends, at home and abroad, for their patience and kindness and sympathy. Thank God for friends! If we failed to "make good" with the *Era*, you may know the disappointment was greater to us than you.—*The Phrenological Era.*

SPEAKING of navy beans (somebody was), Walter Bean, of Lima, Ohio, has joined the navy.—*B. L. T., in Chicago Tribune.*

Halftones printed from the original plates on Radium Enamel paper, from the identical plates used in the Off-set Sample Sheet.

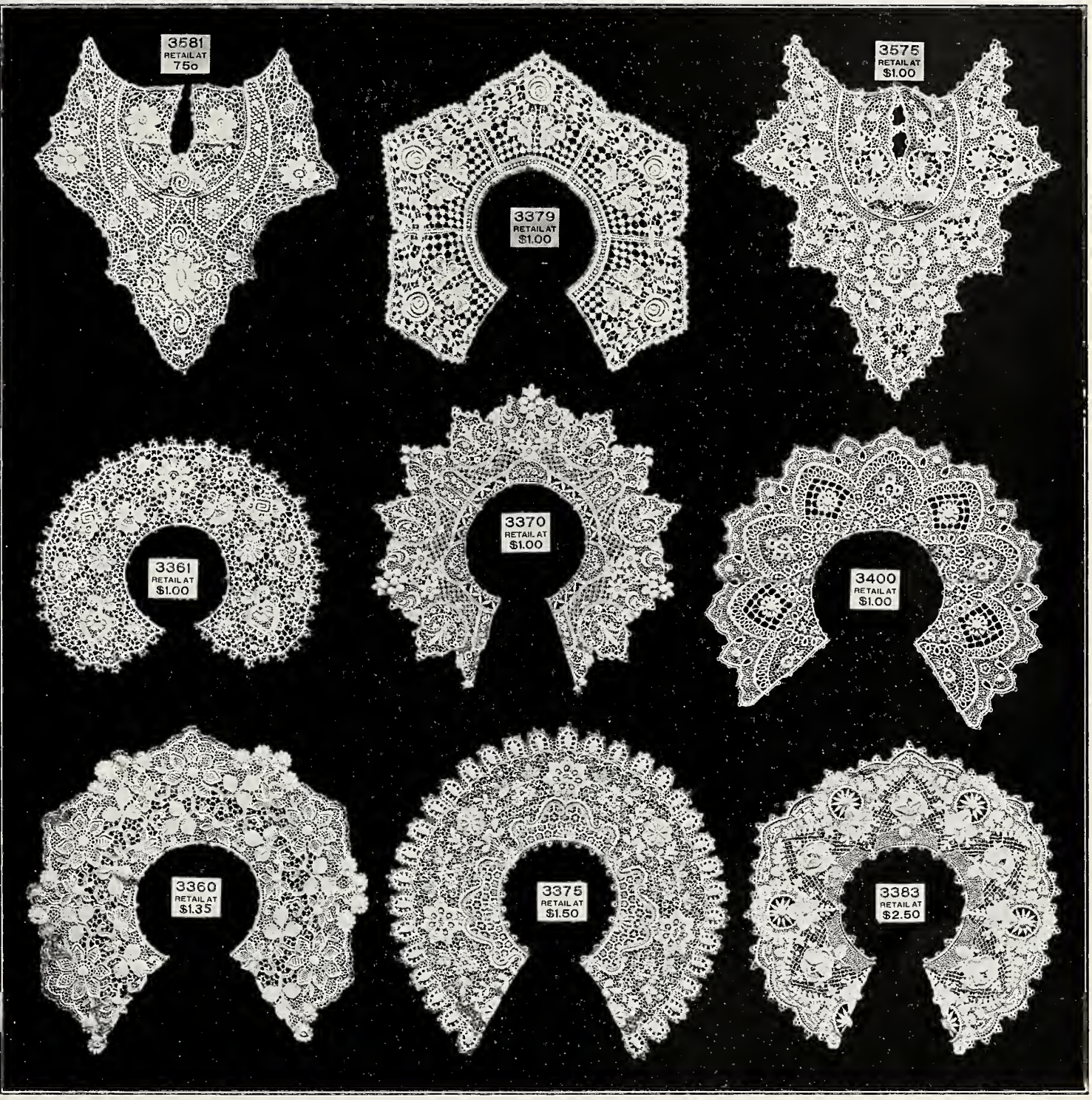
The typographic ink used on this sheet is Sigmund Ullman Company's "Millinery Cut," Halftone Black.



Halftone from Retouched Photograph.



Halftone from Wash Drawing.

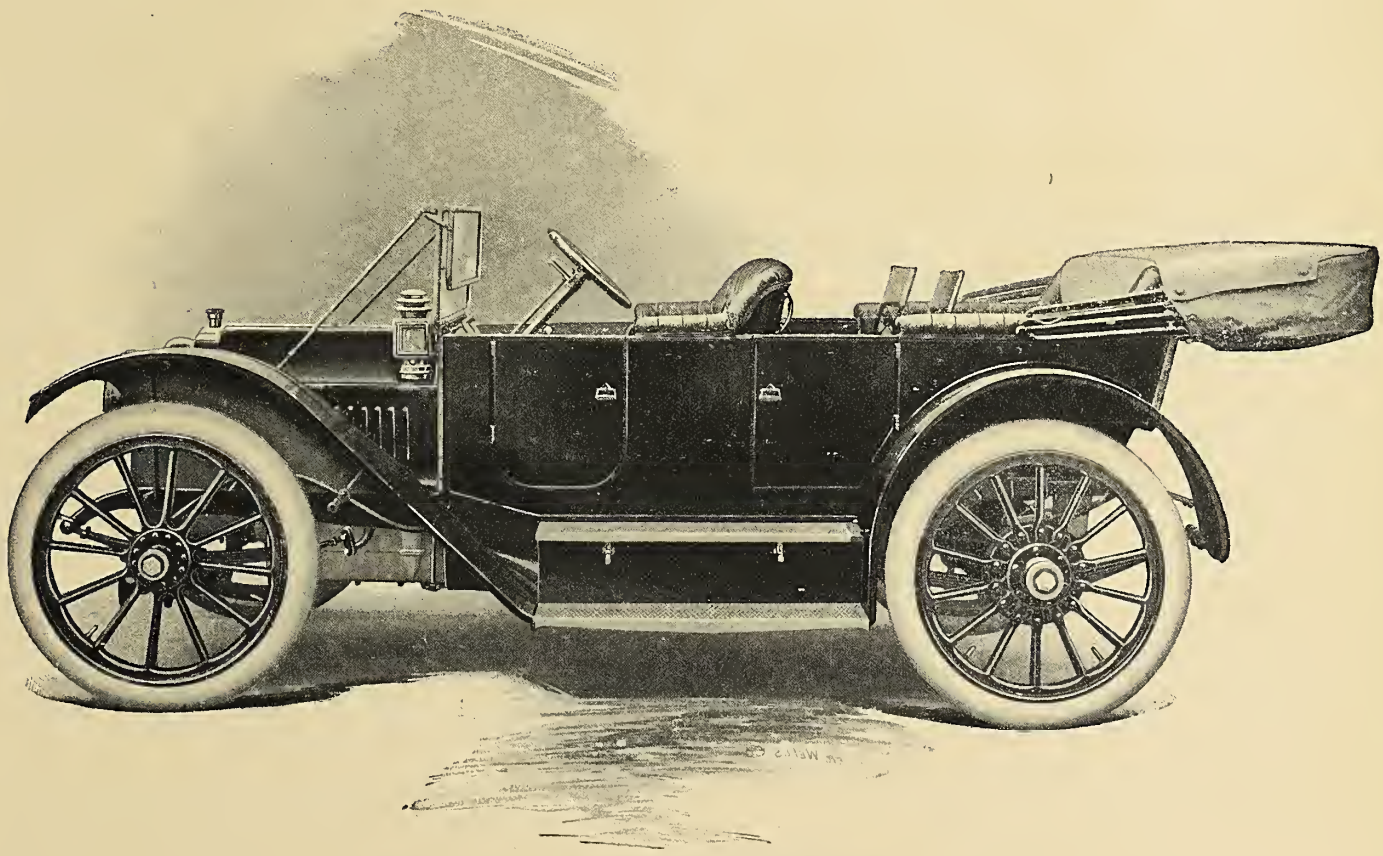


Halftone from Photograph without Retouching.



Halftone made Direct from the Articles.

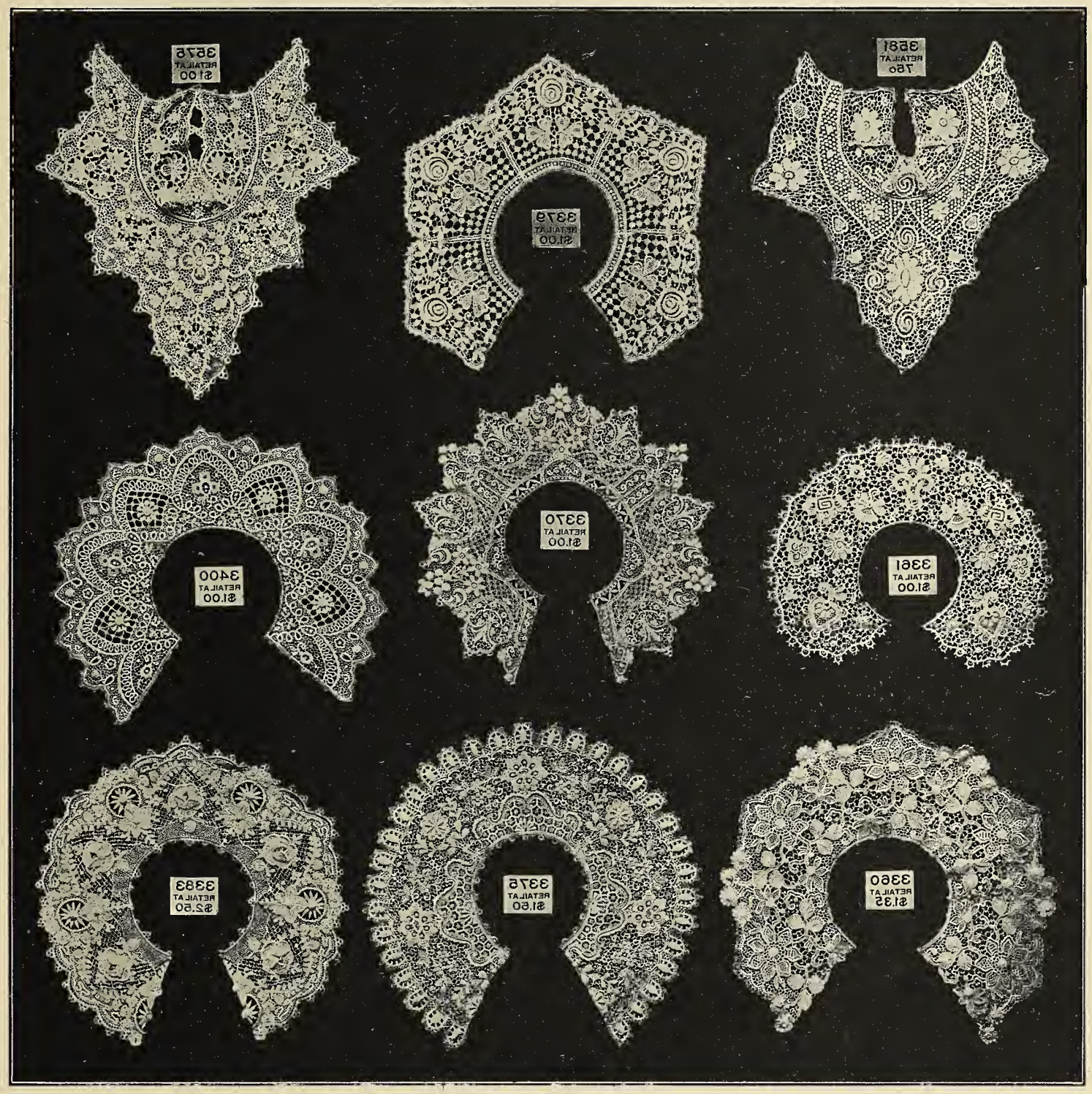
A specimen sheet of work produced by the off-set press process, by transfer from the same halftone plates used in printing on the sheet of Enamel Paper.



Halftone from Retouched Photograph.



Halftone from Wash Drawing.



Halftone from Photograph without Retouching.



Halftone made Direct from the Articles.

MODERN STEREOTYPY, AND THE MECHANICS OF THE NEWSPAPER.

BY HENRY A. WISE WOOD.

A lecture delivered before the Franklin Institute, at Philadelphia, September 16, 1908.

"Fully recognizing the great service which the invention of the Autoplate machine has rendered to the progress of the typographic art, and the importance of this invention in the development of modern journalism, the Franklin Institute awards to its inventor, Mr. Henry A. Wise Wood, the Elliott Cresson gold medal. Attest: JAMES CHRISTIE, *Secretary.*"

GENTLEMEN,—I am deeply conscious of the fact that you have paid me a high honor in asking me to address you here to-night. Standing in this old hall, in this revered birthplace of the idea of the Centennial Exposition, pregnant as was that idea with the most stupendous impetus that a single event has ever given the utilization of the stuff and habits of the physical world, I am abashed. When I compare with its quaint and simple architecture and its homely and primitive accessories the elaborate edifices of to-day, filled and throbbing as they are with the innumerable, intricately organized, man-serving devices which, during the passage of but a single generation, have come to so multiply our powers, our comforts, and our pleasures, I am astonished. And when I recall that so much of this progress was born of inspiration supplied by that great mother of physical inquiry, the Franklin Institute of the State of Pennsylvania, it is indeed difficult to believe that in the short span of her life the practice of the science of physical inquiry should have accomplished so marvelously much.

But a single thought saves me from confusion; that he for whom this institution was named, whose boundlessly liberal and truth-seeking qualities have become its fundamental traditions, was once a printer. Thus I am assured that whosoever may since have labored to extend the usefulness of the typographic art, however humble his addition to the sum of its knowledge, may in the name of the illustrious Franklin here claim the protection of the ægis of an especial tolerance, and freely speak his mind.

If the spirit of that wise and genial philosopher could be recalled to earth and shown all of the progress since made by mankind, it is not difficult to name the branch of human endeavor in which he would find the most at which to wonder. Human nature is but where Poor Richard's philosophy found and left it; the slow evolvement of successful government has been carried but a sorry step further than it was at the sitting of the Constitutional Convention; the advent of an unarmed peace between peoples, the possibility of which has ever seemed to so many to hover but just beyond the horizon, appears but little nearer than in the days of the surrender at Yorktown; while the things that are new in literature, in art, in pure philosophy, are so infinitesimal when held against the glorious background of the past as to fade to utter insignificance.

In what, then, has the world changed? What is the new mode of thought, strange in Franklin's day, that has since entered the consciousness of the race and become, of all its implements, the most serviceable? *The will to test all things,* is a brief but comprehensive answer. And it is with some of its fruits, as expressed in one phase of human activity, that we shall be concerned to-night.

During Franklin's life a dry, a curious, a but little understood collection of fragmentary information concerning physical phenomena composed a suspected and half-proscribed thing, called science. Into this mysterious realm men had already begun cautiously to peer. At first it seemed unrelatable to their daily lives. But into it gradually they grew boldly to look, and new applications of natural phenomena to desirable human ends began to be made. Then slowly, but with an ever increasing breadth of field and rate of development, physical science became the means through which man has since so wholly been able to readjust, upon infinitely more favorable terms for himself, his relations with nature and his fellows.

In this recent application of his thought to the discovery and comprehension and use of the materials and habits (miscalled the laws) of nature, lies the power by means of which man has been able the more securely and comfortably to seat himself in the chariot of life, the more widely to extend the path of its flight, and the more economically and beneficently to direct its course. It is this, then, his wholly new *kind* of command of physical nature, that constitutes the gain of man since Franklin's time. Therefore, neither

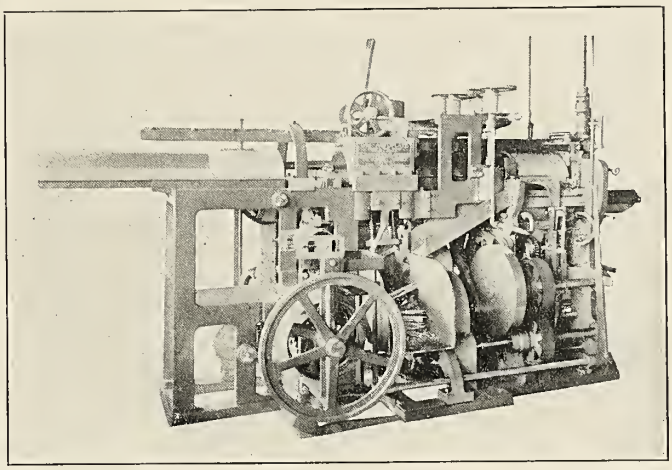


FIG. 1.

THE AUTOPLATE MACHINE.

Casts, finishes, cools, and delivers ready for the press, newspaper printing-plates at the rate of from four to eight a minute.

in the realm of statecraft, of philosophy, of literature, nor yet of art is it that the spirit of Franklin would wander to-day, awed, astonished and confused, but in that of physical science, the province which he so thoroughly loved and knew.

The figurative suggestion of the returned Franklin, wide-eyed and curious, intently observing the strange uses to which the materials and forces of the earth have since been put, serves but to illustrate the fact that in less than a century man has wrung for himself more helps from nature than he had previously gained in all the long history of his race. We are indeed living in the heyday of physical discovery.

But a single further thought upon the subject need detain us. Now that the mind of man has been so suddenly unleashed in the field of objective research, a field for centuries almost wholly forbidden it, are or are not the astonishing discoveries which seemingly without number are nowadays being showered from an apparently inexhaustible horn of plenty, in reality but a part — how great we do not know — of a really exhaustible capital treasure? I am not suggesting that the fund of uncomprehended or unknown phenomena can ever be drained — none would dare assert that — but I am inquiring whether the time may not come when the easily discoverable, the readily utilizable phenomena shall grow less, and men have to be

content with lesser finds, of gradually diminishing worth, for which they must ever go further afield.

Is it not conceivable that the at present precipitate rate of progress results from the sudden release of an accumulated store of aptitude for dealing with physical phenomena — an aptitude that has been gathering for many centuries without an opportunity for its application — which is now hastily catching up with easily discoverable things and is, therefore, supernormal? And is it not supposable that with the expiration of a brief span, as history counts time, man shall have exhausted much of the unknown that lies nearest to hand and be reduced to the consideration of progressively less important, more minute, and more remote phenomena? Therefore, is it not reasonable to assume that at some distant, perhaps far distant, time the world will reverently look upon the present era, as in art and philosophy we moderns look upon that of Greece, and refer to it as the Golden Age of Science?

However interesting this train of thought may be, suggested as it was by contemplation of the wonders that have flown to earth since first this venerable hall was built, I am sharply conscious of the fact that my lecture to-night is to be not upon the general topic, Science, but upon only that department of physics which deals with the mechanics of one of the branches of printing.

II.

Of all the mechanical creations of man, perhaps that which has worked him the greatest good is the art of printing. Upon it depend all other arts for their propagation and preservation. And not only do the arts, using the word in its broadest sense, pass current through the medium of the printed page, and owe to it their permeability and perpetuation, but so also does every thought of the mind which is held worthy of multiplied expression. Indeed, of all the whirring, hurrying, helpful enginery of the day, but a single device, the printing-press, is engaged in preserving against the needs of those to come the gathered knowledge of mankind. In the domains of his thought, his sight, his action, man has set up the press to speak for him; and out of it there ceaselessly pours the perfect record of them all.

It is of the journal, the daily newspaper, in which appears the likeness of the vast structure of each day's human experience, that it is my duty to speak to-night. Not, I regret to say, of the newspaper itself, of its phenomenal powers, and the intricate tendencies for good or evil which still seem inextricably linked in its pages, but of the insensate automata which, under the hands of its sponsors, bring the newspaper into physical being and launch it in daily myriads upon the world.

Printing began with the making of handcut blocks, which were used to stamp their similitude upon other surfaces. Later, blocks called type, bearing each a single character, were made, and these, when combined one with another, produced words which, when gathered into sentences and paragraphs, became the page. The great impetus given the typographic art by the introduction of " movable types " was due to the ease and economy with which text could be prepared for the press and, after printing, the type-page be resolved again into its component characters, which thereupon were fit and ready for further use.

The work of cutting characters being slow and costly, recourse was soon had to casting them, of an alloy of lead, antimony and tin, from molds, now called matrices. These were made of plaster, from types or dies which had been cut by hand, and, later, of copper from harder dies which, upon being driven into it, left their impress. Until recently the driven matrix was exclusively used, but nowadays the manufacturers of type cut their matrices by means of a power-driven engraving device, the controlling-lever of which is guided by hand along the edges of a large template, or raised representation of the particular character to be cut. Thus, by means of the Benton-Waldo machine, unskilled men working with great rapidity can produce the most intricate matrices at little cost. When matrices are required to be made in large quantities, as for use with the typemaking and composing machines of the modern printing-office, they still are driven, the dies, or " punches," employed being engraved by the Benton-Waldo method. The matrices of extremely large type-sizes, which are now upon the market, are usually neither punched nor cut, but are electrolytically deposited copper impressions of existing types.

For many centuries the setting of type was a manual operation. It required a high degree of special knowledge, and great dexterity. With the setting, or " composition," of a page the typesetter's work did not end; when the page was no longer required he had also to " distribute " the type it contained. The putting of matter into type involved the necessity of taking it out again. Such a dual process was entirely comfortable to the printer, until, and long after, the newspaper came into being. But when the value of celerity in the printing of news began to be understood, the slowness of " the man at the case " became irksome and a mechanical substitute for his eyes and hands was sought. This brought into being the crude typesetting devices of the third quarter of the last century. These, like the man, had to distribute as well as compose, and each function was given a mechanism of its own.

Meanwhile the growth of the newspaper in telegraphic matter and general bulk was pushing it on to demand still more rapid and ample appliances, and these, so far as the composing-room was concerned, were at last supplied by Mergenthaler's matrix-setting and type-line casting machine, called the Linotype (line o' type). This device worked upon a new principle. Instead of acting to set the types, and after their use to distribute them among their respective receptacles in order that they might again be automatically composed, it composed the matrices of type, and from them cast, as a single piece, a line of characters. Mergenthaler's matrix was of brass, flat and rectangular, having a V-shaped notch cut deep into one, its upper, end, the edges of which were lined with small hooklike protrusions. These protrusions were arranged to act like the convolutions of a flat lock-key: because of them a matrix could drop from the V-shaped ward bar from which it hung, during its automatic distribution after use, into only its own reservoir, or channel, of the matrix magazine. The magazine and matrix-distributing apparatus occupied the upper portion of Mergenthaler's machine, and to it, after each had been once used, the matrices were automatically returned. The convolutions of all the matrices of each character were alike; but those of no two characters were the same.

From the channellike reservoirs of the magazine the matrices were released, by the manipulation of finger-keys, in the order in which they were wanted, and upon coming from the magazine were assembled, side by side, with their intaglio characters in line. A wedgelike piece was then inserted between each pair of words, to wedge the line out to its full width should it be short, a function in typography spoken of as " justifying." The assembled matrices and wedges were thereupon automatically transported to a casting mechanism, where their character-casting surfaces were pressed against the mouth of a slot, or mold, which was as long as the width of the column of the news-

paper for which the line was to be cast, and of breadth suitable to the height of the type-face required. In depth the mold was type-high. Against the opposite opening of the mold was placed the nozzle of a pump, by which, at the proper moment, the mold was filled with type-metal, and a bar cast having upon one edge the line of type. The mold was then automatically moved clear of matrices and pump, and the bottom of the cast smoothed by a knife. Then the cast, or "slug," having been ejected between knives to give it accurate thickness, was ready for use. Meanwhile, the matrices were lifted to a position abreast the top of the line of reservoirs from which they had come, whence, suspended each by its particular convolutions from the wards of the V-shaped bar along which they slid, they were pushed over the mouths of the channels, and each character dropped where its retaining ward ended, thus to enter its own reservoir. The wedges, or "spacebands," were left behind when the matrices were "elevated," and returned to their starting point.

Thus, by the mere acts of playing his keys, and touching a handle upon the assemblage of each line of matrices, an operator was enabled to make composed and justified lines of new type at a then unheard-of rate of speed. Moreover, the "type" he had set needed not to be distributed for reuse; the line had only to be tossed into the melting-pot of the machine to be born again as new matter. Where other mechanical compositors had required three men for their use, one to set, another to justify and a third to distribute their work, the Linotype needed but one, and could be worked with such ease and rapidity that it went instantly into general use.

Upon the heels of the success of the Linotype came another device, the Monotype, which, although not of so great value to the newspaper publisher, was gladly received by the printer of books and commercial work. The Monotype consisted of two independent mechanisms, the one a keyboard by means of which the operator was enabled rapidly to perforate a paper ribbon with holes which represented characters, and the other a typecasting mechanism to which the perforated tape thereafter was fed. The latter device comprised a movable frame, in which the matrices of 225 characters were fastened, a type-mold, automatically adjustable to suit the various widths of the characters of the alphabet, with which a metal pump was connected, and pneumatic mechanisms for controlling the position of the matrix-carrying frame, and the width of the type-mold. To these was added a general mechanical organization which enabled the perforations of the ribbon, by means of air, as it was drawn through the machine, to properly place the matrix-frame and adjust the mold for each character needed; while the pump and its coöperating parts acted to cast the character, and place it in its correct position in a tray, or "galley," at the rate of 150 characters a minute.

Of all the typesetting machines, properly so called, which preceded the Linotype but one has survived — the Thorne-Simplex-Unitype machine. In this, foundry-made type are contained in slotlike reservoirs cut in the periphery of a drum. About the bottom of this drum, which stands on end, rotates a flat disk, and out upon this the type are thrust when released by the keys, and by it are carried, in the order of their release, into a mechanism which picks them up, sets them on their feet, and assembles them into a line. They are then taken, in lengths of a column's width, and, being quickly justified by hand, are ready for use. A clever device of this machine is the means by which it is enabled to take a whole galley of type and properly distribute it among its reservoirs. This is accomplished by providing the type-body of each character with an arrangement of "nicks" which is possessed by the body of no other character. At the head of each slotlike reservoir is a particular arrangement of wards, like those of a lock. The wards of a reservoir will permit to enter it only the character whose body has nicks to suit. The lines of type which are to be distributed are automatically taken from their galley and inserted, a line at a time, into slots in an upper drum. This surmounts the reservoir drum already referred to, the axes of both, and the alignment of their slots, being common. The upper drum rotates with a step-by-step motion, and at every stoppage its slots coincide with those of the lower drum. Thus it will be seen that as soon as a character carried by the distributing drum, reaches a position above its own reservoir, it will drop into it, but that no other character can do so.

In these few words I have sought hastily to carry the art of typesetting through its various stages of progress, and to describe the mechanisms by which it is practiced to-day. Where an expert compositor could formerly set by hand but 750 "ems"* an hour, he has been known with a modern machine to set from 3,000 to 12,000 ems. Such large daily papers as the New York *Herald* and the New York *World* each use from sixty to seventy Linotype machines (the New York *Sun* uses Monotypes). Without such machines it would be physically impossible to issue newspapers of this class, in so far as their bulk and the celerity of their publication are concerned. So much has the mechanician done for the setting of type.

III.

Coincident with the introduction of movable types one first hears of the printing-press. This instrument is said to have come of humble origin; to have been in fact but a development of the cheese, or cider, press common in medieval times. It first consisted of two plates, between which the inked type, covered with a sheet of paper, was introduced, and by which it was pressed. The necessary squeeze was applied by means of a hand-turned screw, set in a surrounding frame, which bore upon the upper plate. Next came an improved form of screw-operating mechanism. Then the lower plate was made to slide out to receive the type "form," as it is now called. And later a frame, covered with fabric, to which the sheet was secured, was made to hinge down upon the type, before the table upon which the type rested should be slid beneath the upper plate. This plate is now called the "bed," and the sheet-pressing plate, the "platen," of a press. In those days the ink was applied by means of hair-stuffed leathern balls. These, dabbed with ink, were patted together until their ink-film was suitably evened out, or "distributed," and were then carefully pressed upon the type. With such a press about two hundred sheets of small size, printed upon but one side, could be done in an hour. At its next step the press became of iron, and was adapted to print larger sheets. Then a genius conceived the idea of replacing the flat, sheet-pressing platen by a rotating cylinder, upon the surface of which the sheet was held by bands of tape. Beneath this cylinder the type-form was pushed, and thus the cylinder printing-press was born. Next were applied ink-charged rollers, made of glue and molasses, which, as the type was pushed toward the cylinder, served to ink it. Better means for propelling the type-bearing table, or bed, were soon forthcoming, as well as for causing the cylinder to turn more accurately, and with greater certainty to take on and

* The em represents the square of the size of the type used, and is derived from the letter M, which is as broad as it is long. It is the unit by which composition is measured: if a column is twelve ems wide and measures fifty lines long, it is said to contain six hundred ems.

give off the sheet. Power, other than that of the hand, was next applied, when it became possible to print sheets, upon one side, at the rate of a thousand " impressions " an hour.

Meanwhile the flat, or " platen press," as it is called, shared in the general advancement of the engineering arts. It became a self-acting machine — of itself took its sheet from the hand of the printer, drew it into position to be printed, and impressed it upon the type, which it had previously inked. Thereafter it gently laid the sheet upon a table, a thousand such sheets to the hour. Having attained to this degree of development the growth of the platen species of printing-press ceased forthwith, and, except in connection with the smaller sizes of commercial work, and a few obscure branches of the printing industry, it is no longer a factor.

IV.

As an increasing speed of production is ever of the essence of industrial progress, the mechanical species which survive are necessarily those which lend themselves to celerity. Of such a species was the cylinder printing-press. With the betterment of materials, and of motion-producing mechanisms, the attainable speed of its reciprocating type-bed and its sheet-bearing cylinder, soon enabled it to outrun the older and more cumbrous flat press; and thus it came to assume the burdens of news-printing. The single-cylinder press, printing upon one side of a sheet, was soon followed by a machine having two sheet-bearing cylinders, and a double-length bed upon which forms a type for printing the back, as well as the front, of a sheet were borne. By an ingenious arrangement of endless tapes the sheet, having been printed upon one side by one cylinder, was transferred to another cylinder and by it printed upon its other side. Such a press was said to " perfect " the sheet, and so came to assume the name of " sheet-perfector." Other double-cylinder presses, also, were used, which were adapted to print upon but one side of the sheet. Such a machine carried upon its bed the type for but a single side, to which each cylinder in turn presented a sheet; the one cylinder upon the forward stroke, and the other upon the backward stroke, of the bed.

Fifteen hundred papers an hour were not, however, long going to satisfy a public rapidly growing in its appetite for news; so another step was taken, this time by Applegath, for the London *Times*. By setting a cylinder upon its end, its axis in vertical position, and fastening into its surface the metal column-rules of the paper, Applegath was enabled to lay the columns of type between these rules and so clamp them to the column-wide facets of his cylinder as to cause the type to withstand the centrifugal force of a quite respectable velocity of rotation. About this type-bearing cylinder were set parallel, sheet-bearing cylinders, to and from which hand-fed sheets were conveyed by rather complicated systems of tapes. In this way the *Times* for many years was printed. Hoe, in this country, conceived a better arrangement. By the use of wedge-shaped column-rules he was enabled so firmly to hold the columns of type in place as to be able to set his cylinders in a horizontal position. Hoe presses having four, six, eight and even ten sheet-bearing cylinders, which ran in contact with the central type-bearing cylinder, thereupon quickly came into general use. Having a " speed " of two thousand turns of the type-cylinder an hour, such a press, with ten sheet-bearing cylinders, was capable of turning off twenty thousand sheets. These, being printed upon but one side, had, of course, to be put through the press again, the type-forms, meanwhile, having been changed. Hoe's next step was to place in a machine two type-bearing cylinders, so that both sides of a news-sheet might be printed at a single operation.

V.

But even ten or twenty thousand newspapers an hour failed to satisfy the growing public need. The presses of the day were already working at top speed. Typesetting was so slow and costly that forms could not be set for more than one press; so an establishment was limited to the use of but a single machine for each side of its newspaper. Something had to be done. For some time there had been known and used the process of stereotyping, which was that of producing replicas of a form of type, in type-metal. To practice stereotyping a type-form was stamped into a moist clay surface, where it left its impression. The clay was baked, then put into a receptacle and type-metal poured upon it. When the cast had cooled, the clay was broken from its surface, its edges were trimmed with a tool, and its back smoothed with a plane. Then it was ready for press. By repeating the processes of molding and casting it was possible to continue indefinitely to reproduce a type-form. But the resulting stereotypes were flat, and for the rotary news-press it was desirable, if higher speeds were to be obtained, that printing-forms should conform to the curve of its cylinder.

In this hour of the newspaper's need some one, it is not certain who, conceived the idea of substituting for the clay of stereotyping a sheet of papier-maché. This was composed of several thicknesses of soft paper, moistened with paste and covered with a skin of rice tissue. It was laid upon the type and beaten in with a brush. Type and paper were then covered with a dry blanket of felt, and thrust into an ovenlike press till the mold was dry. Such a matrix, being flexible, could be conformed to the interior of a curved casting receptacle and, being tough, could be stripped from a cast and used again. This method of stereotyping originated abroad, and was brought to this country by Traske, who first put it to work upon the New York *Herald* and the New York *Sun*. Thus, for the first time, the newspaper was enabled to make innumerable curved replicas of its type-forms, and indefinitely to multiply the number of its printing machines. It should be noted in passing that with the advent of the curved stereotyped printing-plate the larger newspapers ceased to use type for the purpose of printing.

The substitution of curved stereotyped printing-plates for type gave to the newspaper two new advantages. Many presses could be used, and these could be run at higher speeds than were possible where printing surfaces were made up of individual types, held to a cylinder merely by wedges. Bullock, of Pittsburg, was the first to offer a press which properly utilized these advantages. His machine was not only adapted to use curved stereotypes at a high rate of speed, but to it he attached one device for severing sheets from a roll of paper, thereby feeding his press automatically, and another for rapidly laying the sheets, when printed, neatly in pile. His press, thus being automatically fed and delivered, and adapted to print from curved plates upon both sides of a sheet, quickly came into general use. Hand-fed machines for folding newspapers were already in vogue, so it was but a short step to the attachment of such a folding machine to the press itself.

But progress was still insistently at work. The annoyance of carrying separate sheets through a rapidly running machine must be dispensed with. This was soon accomplished, and the paper was drawn from the roll into the press and printed while still in " web " form upon both its sides, when it was cut into sheets and folded. Thus there

resulted the web-printing, as distinct from the sheet-printing, machine.

Further improvements now followed one another in rapid succession. The slow, intricate, and uncertain chopping-blade folder at first employed was replaced by a rotary device which, working with simplicity and accuracy at a much higher velocity, greatly increased the productivity of the press. The products of two presses were next run into a single folder, which thereupon delivered a folded newspaper of double the usual number of pages. These two innovations were first put into practice by Andrew Campbell,* of New York city. The columns of the print, which theretofore had run across the web, were next turned about and run with it. Thus the center margin of the newspaper, along which it is folded, became the center-line of the web. As a curved stereotyped plate occupies but half the circumference of the cylinder of a newspaper press, two were required to complete the circle. As each printing cylinder bore four such plates, and there were two such cylinders, it was possible at each revolution to print an eight-paged paper. By cutting the sheet from the web between the forward and after pages, and laying the first half upon the last, an easily handled eight-paged paper became possible. Such a paper had neither to be cut by hand, nor turned inside out, in order that its pages might be read in sequence. This operation was called "collecting." There were occasions when the forward and following plates were alike; then the sheet-collecting mechanism was disconnected, and the papers delivered had but half the number of pages. In this way four-paged papers were run. Such a press was able to deliver twice as many papers having four pages as eight. The products of two printing machines, when run together into a collecting mechanism and folder, resulted in sixteen-paged newspapers. But, with the collector thrown

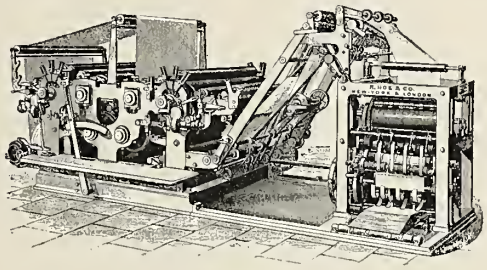


Fig. 2.

HOE STEREOTYPE PRINTING-PRESS OF THE EARLY EIGHTIES.

Capable of printing four or six paged papers at the rate of 24,000 an hour, or eight or twelve paged papers at 12,000. Illustrates the use of angled bars for transferring from one side of the press to the other a portion of the paper web, the V-shaped device for giving the paper its longitudinal fold, and the rotary mechanism by which the sheet is severed from the web, folded, and delivered. These principles are found in the news-presses of the present day.

out of operation, twice as many eight-paged papers could be obtained. With three presses the respective products were twenty-four paged, if collected, twelve, if uncollected; with four presses, thirty-two and sixteen. Meanwhile, it had become possible to combine the full-width web of one press with a half-width web, one page in width, brought from another. Thus, such a product, if not collected, produced a six-paged paper or, if collected, a paper of twelve pages. In this manner it became possible to print at will, upon a machine having four printing-couples, newspapers with four, six, eight, ten, twelve, fourteen, sixteen, twenty, twenty-four, twenty-eight or thirty-two pages.

Meanwhile, the practice of cutting sheets from the web before they were folded had given way to a more certain and rapid method. A new form of folding device was introduced which comprised a V-shaped frame of iron, down over which the printed web was drawn by two milled rolls, revolving together, at its lowermost point. The web, coming full-width over this device, was so shaped or formed thereby in the course of its travel downwardly over its face and about its sides, as to enter the rolls beneath its "nose" as a folded web. Thus it became possible to give the sheet while "on the run" its first, its longitudinal fold, and to do this before it should be severed from the web. Beneath this device, or "former," as it is called, was placed a pair of cylinders which coöperated to give the already once-folded sheet its second, or transverse, fold, and thereafter to sever it from the web. The act of cutting was accomplished by pressing a sharp, serrated blade, carried by one cylinder, into a slotted rubber bar, carried by the other. The principle of cutting demanded that the sheet be held taut over the cutting-slot, while the saw-toothed blade burst through it. This was accomplished by placing at each side of the knife spring-supported wooden bars which, pressing the paper against the rubber at each side of the blade, held it taut at the moment of cutting. One of the cutting cylinders bore pins which, impaling the leading end of the once-folded web, enabled it to carry the paper part way around till the instant should arrive at which it was cut from the web and became a "sheet." Then, as the pins released its forward end, the sheet was struck across its middle by a suddenly protruded folding-blade carried within the cylinder, and driven downwardly between a pair of coöperating rollers by which a second, or transverse, fold was given it. The twice-folded paper was then shot into a rotating frame of S-shaped arms, called a "fly," which laid it upon a slowly moving apron of endless bands from which, when papers enough had gathered, it was removed by hand. Working in conjunction with the fly was a device which slightly threw out of position every fiftieth paper, so the necessity of hand-counting, except for smaller quantities, was dispensed with. It should be added that the cylinder which was opposed to the sheet-bearing cylinder described, was itself so fitted with pins that it could perform the function of collecting, and thus papers of double the number of pages could be produced. This cylinder bore the serrated knife, while the sheet-bearing cylinder carried the rubber slot, and folding-blade, described. When it was wished to collect, to add the forward to the after product of the press, the pin mechanism carried by the knife-cylinder picked from the other cylinder the first oncoming sheet by its forward edge, and, after making a revolution which gave the second sheet time to arrive, replaced the first sheet upon the first cylinder directly upon the second sheet. The collected product was thereafter folded, delivered and counted as a single newspaper.

But few other features of the press under description — which is the news-press of the present day — remain to be mentioned. Some years ago it became the practice to construct presses of four pages in width. This necessitated the employment of double-width webs. Its advantage lay in the fact that by means of two rounded bars, set at an angle with respect to the direction of travel of the paper, it was possible, after the web was printed and split, to transfer one part of it across the press and impose it upon the other part. Thus the portion of the web printed at one side of a press could be transferred laterally, and associated with

* Machines having Campbell's rotary folder were used by the Jersey City *Evening Journal* and the Cleveland *Leader*. In the machine last mentioned the webs of two presses were run into one folding mechanism and there assembled and folded as a single product. Campbell failed to patent his inventions and thus lost them.

the portion printed at the other side of the machine, and both pass into a folder, to emerge as a single product of a greater number of pages.

The printing machines of the present day are composed of many printing-couples, the products of which are gathered, folded, and delivered by one or more folding machines. A printing-couple is composed of a plate-bearing printing-cylinder and its coöperating blanket-covered pressure-cylinder. It is by the latter that the web is borne to receive the impress of the type. A four-couple press of four pages in width has usually two folding machines, or " folders " as they are called. The normal speed of the modern folder being 24,000 newspapers an hour, such a press may be run at the hourly rate of 48,000 four, six or eight paged papers. Or, if its two webs are split, and the parts from one side

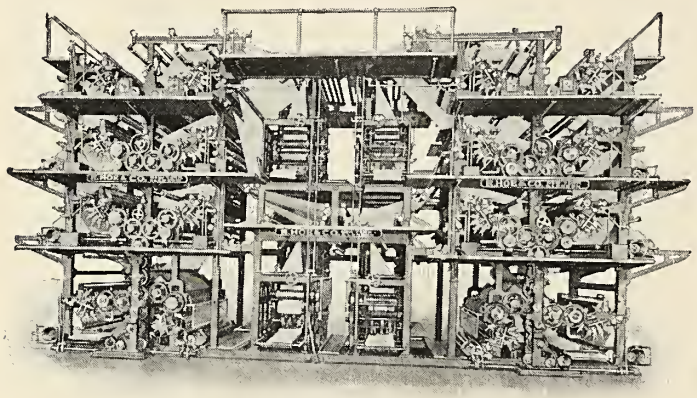


Fig. 3.

HOE DOUBLE OCTUPLE PRINTING-PRESS.

Composed of eight double-width printing mechanisms and eight folding-machines. Its maximum indicated capacity is 192,000 four-paged, or 96,000 eight-paged papers an hour. When completely plated it requires 128 stereotyped printing-plates.

are transferred over and combined with those of the other, and all are run into the same folder, then, as but one folder is being used, the number of pages of each newspaper produced may be doubled; but a production of but half the number of newspapers will be possible. Thus ten, twelve, fourteen or sixteen paged papers may be produced by a four-couple press, which is technically known as a quadruple, or " quad," machine, at the rate of 24,000 copies. A machine having six printing-couples, known as a sextuple, or " sex," by using two folders, is capable of all the combinations of a " quad," but, by its use of an additional web, is able to make ten and twelve paged papers at the rate of 48,000, and eighteen, twenty and twenty-four paged papers at the rate of 24,000, an hour. An octuple, having eight printing-couples and using four webs, is capable of turning out products of fourteen and sixteen pages at the greater rate, and of twenty-six, twenty-eight, thirty and thirty-two pages at the lesser rate of speed. Octuple machines usually have four folding mechanisms, and thus are able to attain a rate of output, upon products having eight pages or less, of 96,000 copies. There are also machines in use having twelve printing-couples, while still others, known as double octuples, have sixteen. With collecting mechanisms at work, a product of double the number of pages may in each case be obtained, but at half the full rate of production.

Competition has recently driven the manufacturers of news-presses to rate their machines higher in speed than that mentioned, but as no essential change has been made in the mechanisms employed, little real gain in the actual hourly average of product has resulted. It should be understood that the rates of output cited are merely " indicated." In practice, the speed of two hundred turns of a press-cylinder per hour which, if continued for the hour, should produce with one folder 24,000 copies, actually results in but from 12,000 to 18,000, more or less. A press must be stopped when each of its web-rolls expires and resupplied with paper, which greatly reduces the number of minutes run in the hour; and paper-breakage, which is a frequent source of trouble and delay, still further reduces its output.

In the foregoing description of the development of the modern news-press, as of the composing machine, I have not thought it necessary to refer to the transitory forms of mechanism which have occasionally appeared, but have deemed it sufficient for the purpose of this lecture to trace the main stream of progress along which the machine of to-day has come.

VI.

From the foregoing it will appear that the newspaper now depends upon the coöperation of three important mechanical departments: the composing-room, the stereotyping foundry, and the pressroom. Having shown how the newspaper is " set," and how it is printed, I shall now take up the indispensable link which connects the two. This brings me to the main subject of my lecture, " Stereotypy, Old and New." In order to illustrate the great importance of the art of stereotypy, I shall set before you the images of two newspaper offices, the one lacking, the other having, the advantages which stereotypy confers. In the first, the type, clamped in curved frames called " turtles," may be used upon but one press. The turtles having been secured in place, and the machine started, in the course of an hour's time ten thousand copies, or at most twenty thousand, are produced and distributed. How little such a puny output could satisfy the needs of the present day will appear when it is known that the circulation of many evening papers is now above three hundred thousand copies, and that there are some that closely approach to half a million. My second image need be nothing more than that suggested by the statement that in a modern metropolitan newspaper office there will often be found, combined in one form or another, from forty to sixty complete perfecting printing mechanisms; and that within twenty minutes after the arrival at its stereotyping foundry of the last page of type all of the presses of such an establishment, fully supplied with printing-plates, will be turning off newspapers at the rates of speed I have mentioned. The importance of the art of stereotypy at once becomes obvious when it is realized that by means of it to employ a plant containing sixty press units is now possible, and that such a plant is capable of producing the equivalent of from seven to ten hundred thousand eight-paged newspapers an hour. Thus it will be seen how vastly stereotypy has multiplied the productiveness, and, therefore, the usefulness, of one of man's greatest mechanical discoveries — type.

In the year 1890 I first became interested in the art of stereotypy, which was then being practiced exclusively by manual means. But a few devices, power-driven and hand-controlled, had been provided to facilitate its work. One was used to remove the riser, or sprue, of the freshly cast plate, while another, after the plate had been dropped into it by hand, served to smooth out the plate's inner, or seating, surface. In but one other function was the work of the hand assisted by power. The moist papier-maché sheet, or " flong " as it is called, after it had been laid upon the type-page and covered with a felt pad, was molded to the face of the latter by an iron roller beneath which it was drawn

upon a bed propelled by power. Excepting these, all of the operations of stereotyping required the direct employment of the thought, the eyes, and the hands of workmen.

The process of stereotyping then in vogue may briefly be described as follows: To prepare the flong two blotter-like sheets of paper were pasted together, and upon one side of these, four sheets of close-fibered rice-straw tissue. The paste used, its composition then a trade secret, was of flour, a clay and a germicide, the latter to prevent fermentation. Flongs enough were made for the next day's requirements, and these were allowed to season in a moist place. As each type-page reached the foundry a flong was laid upon it, tissue-side down, and upon the flong was spread a closely woven stout felt blanket. Page, flong and blanket were then run beneath an iron roller, the operation of molding thus being performed. Before the advent of the molding-press, the flong was beaten into the face of the type-page by long-handled brushes, a slow process, which the roller superseded. From the molding press the type-page, with its molded flong (now become a matrix) still clinging to its face, was carried to a steam-heated iron table where, the molding-blanket having been exchanged for several layers of dry soft blanketing, an unheated iron plate, or "platen," was screwed down upon it. Heat, thus applied to the type, drove all moisture from the matrix into the blankets, and usually in from four to six minutes the matrix, or "mat" as it is usually called, became dry and was ready to be cast from. In the eighteen years that have since elapsed this process of molding and drying has undergone but a slight improvement. Better paper and paste have increased the durability of the matrix, and an improvement in technic has made it more sensitive to the delicate "effects" of modern illustrations; but, if a slight reduction of the time consumed in its making be excepted, the process of matrix-making has scored no substantial gain. Of progress in the making of plates, however, a different story can be told.



Fig. 4.

A FINISHED STEREOTYPED PRINTING-PLATE.

When stereotyping was first adapted to newspaper printing, certain implements were necessary in order that suitable printing-plates might be made. The employment of the rotary press required that the plates be curved. It was also requisite that they be of uniform thickness, and that their curved ends be beveled so that they might be held by clamps to the cylinders of the press. These conditions necessitated the use of a curved casting-mold, or "box," as it is called. In this the paper matrix was bent and clamped. The mold was then closed, a hinged, semi-cylindrical core acting as cover, and into the mold a ladleful of molten stereotype metal was poured by two men who had fetched it from a near-by cauldron. After the appropriate time for solidification had passed, the mold was opened, and the casting, with its clinging paper matrix, was removed. Then the delicate operation of stripping the matrix from the face of the cast was cautiously performed, and the matrix was returned to the mold, and repositioned for another cast. Meanwhile, the first cast was placed upon the cylinder of a "cutting-off" device where, after having been nicely positioned and securely clamped, it was turned beneath a power-driven rotary saw, and its riser, or rough upper end, removed. The saw of this apparatus was so shaped that it left the curved edge of the cast beveled. The cast was then turned and its other end passed beneath the same saw, in order to insure to it, likewise, a satisfactory clamping surface. The cast was next inverted and dropped, face-down, into the hollow of a "shaving-out" device, in which a rotating straight-edged knife served to smooth, or plane, its inner surface, and to give it an accurate thickness. In order to reduce the surface thus needing to be planed it was customary to construct the core, about which the cast was to be made, with narrow, circumferential grooves, set an inch or so apart. In the casting operation these grooves were reproduced upon the inner surface of the cast as ribs, or finishing strips, and furnished a surface which, when planed, was ample to support the cast plate under the pressure of printing. After it had been shaved the cast was next placed, face up, upon a fixed cylinder, or "horse," where two men, with hand-plane and chisel, removed from its edges all superfluous metal, which might otherwise take ink and print. This was called "finishing." From the finishing horse the cast plate was next carried to a trough and cooled, and thence to the press-room, where it was dried, and clamped to the cylinder of a press. All of these operations, save only the propulsion of cutting-off saw and shaving-knife, were performed by hand. And for each plate made, every function, from the precise positioning of the matrix to the drying of the finished plate, had to be repeated.

The casting-mold was a heavy and clumsy piece of apparatus, which consisted of a back and a core, a bottom "ring," beneath which the lower matrix-edge had to be clamped, two side bars, which had then to be laid upon the straight sides of the matrix to hold it in position, and clamps for finally locking the halves of the mold together before it should be stood on end to be filled. Two men were required to insert and position the matrix and put the mold together, to take it apart after its contents had cooled, and to remove the cast and matrix. Another man was required to cut off the riser, a fourth to shave the plate, a fifth and a

sixth to "finish" it, and still another man to dip it for cooling. The rapidity with which such a crew could work, with a single casting-mold, was at the rate of a plate in every minute and a half. Thus, in order to produce ten plates from a matrix, or enough to supply five quadruple presses with the plates required to enable them to print a single page, from fifteen to twenty minutes were consumed. If, in an office having five such presses, an eight-paged paper was to be run, eighty plates had to be made, the casting and finishing of which consumed nearly two hours, if but one casting-box were used, or half the time if two, as was frequently the custom, were employed.

As the circulations and business of newspapers grew, the number of presses used and pages printed rapidly increased, until at last the one hundred-odd paged Sunday issue, produced in a pressroom having no less than sixty unit printing mechanisms, each requiring perhaps sixteen printing-plates, ceased to be a rarity. As its pages and presses grew in number, so also did the stereotyping plant of a newspaper, in men and pieces of apparatus employed, till at last the pressure of platemaking became intolerable in the offices of the large metropolitan journals. Nevertheless, up to the close of the last decade of the last century, the process of stereotyping was carried on in the primitive manner described, and entailed the performance of hard manual labor, under injurious conditions of temperature and haste.

In 1900*, the Autoplate machine was first set to work in the office of the New York *Herald*. Perhaps the most concise summary anywhere to be found of the nature of the change effected by the introduction of machine stereotypy is in the following extract from the New York *Herald* itself: "The third department of newspaper mechanics — stereotyping — has remained almost at its starting point, one of the few arts still in the realm of hand labor. It is twenty years since the last improvement was made, and now, in the last year of the century, the art is raised to the mechanical level of its sister arts by Mr. Wood's invention, which does automatically, with few men's hands to aid it, what formerly required many hands and fourfold the expenditure of time. Thus, in the closing year of the nineteenth century the last act of the mechanizing of the printing-trade has been accomplished. First came the rotary press in 1860, then the Linotype in 1888, and now the Autoplate in 1900."

Speaking generally, the Autoplate consists of a casting mechanism and a series of finishing mechanisms, which automatically coöperate in one machine to make the casts and finish them. When used to make plates of the conventional half-inch thickness, its speed is four finished plates a minute; but where the thickness is but a quarter of an inch, from seven to eight plates a minute are easily to be obtained. In the casting mechanism, which occupies one end of the machine, the matrix is placed. The operator, by the movement of a lever, then starts the machine to casting, and this proceeds automatically until the desired number of plates is made, and forwarded to the finishing mechanisms. Then, by a reversed motion of the lever, the casting mechanism is brought to rest, when the matrix is exchanged for that of another page. So quickly may this exchange be made that there is lost but the time required to make one cast. Meanwhile, the finishing mechanisms, which run continuously, finish and eject the remaining plates of the previous casting operation. While the machine is at work the matrix is cared for automatically; once having been inserted, it requires no further attention until its full quota of plates is cast. The matrix-controlling mechanism is so constructed that the matrix is mechanipulated with the utmost gentleness and precision; and as many as a hundred casts may be made from a single papier-maché mold.

From the casting mechanism the plates go automatically through various finishing operations, and when delivered are ready for the press. These operations consist of sawing off the sprue, which is cast by the Autoplate machine at one of the straight edges of the plate; of sawing a narrow strip from the other straight edge of the plate; of shaving the plate's inner surface to bring the plate to accurate thickness; of accurately dressing the beveled clamping edges and, upon the latest machines, of finally bathing its inner surface to cool the plate, without wetting its printing face. Thus the entire work of casting, finishing and cooling plates is now automatically performed at the rate of eight plates a minute, by a machine which may be run by four men, whose only work consists of supplying its furnace with metal, its casting mechanism with matrices, and of removing the finished plates when ejected by the machine.

By the hand method of platemaking the same amount of work could not have been done by less than thirty-five men; and even with so large a force the saving of time made possible by the Autoplate could not have been obtained, for eight matrices, instead of but one, would then have been required.

The time saved a newspaper by means of the Autoplate machine may be divided into two parts: that which occurs in the closing of its type-pages, which latter, because of the speed of the Autoplate, may now be held open longer than was previously possible; and that which occurs in starting the presses after the last page is closed. Not only may the first press of a battery be started earlier, but each succeeding press will receive its full complement of plates many minutes ahead of its former starting time. Thus a large portion of the time that each press formerly spent in waiting for plates is now utilized in producing newspapers, and a great increase of product during the first portion of a run is obtained. It is apparent, therefore, that the Autoplate increases the capacity of the composing-room, by giving it more time in which to work, and enlarges that of the pressroom, by making possible the early starting of presses which otherwise would stand idle awaiting their plates; thus fewer presses need be used. Furthermore, the Autoplate shortens the time between the receipt of news and its publication, a matter of the utmost importance, and reduces the cost of stereotyping.

The following is a brief technical description of the machine itself. The core, about the lower half of which the plate is cast, is a cylinder having a journal at each end. These journals, being supported by the housing of the machine, hold the core in a horizontal position. The cylinder is fed with cooling water, which enters through one journal to spray the upper side of the cylinders' inner surface, and is siphoned out through the other journal. The cylindrical core has an intermittently turning movement; for seven-eighths of a complete action of the machine it is stationary, and during the other eighth is given a half turn, and brought to rest. Thus, each of its two semicylindrical surfaces, or faces, is alternately beneath and above. Below the cylinder is a coöperating concave part, called the "back," which has a periodical up and down movement of about six inches. When in its uppermost position it embraces the lower half of the core, with space enough between the two in which to cast a plate of the desired thickness. For three-fourths of the machine's cycle of operation the back is in engagement with the core, after

* Illustrations of the various operations of hand-worked processes of stereotyping accompanied Mr. Wood's lecture. Considerations of space have prevented their reproduction here.— EDITOR.

which it drops away, to permit the semirotation of the cylinder. The back, when casting is not being done, lies at rest in its lowermost position, ready to receive a matrix. At each of the straight sides of the back is a sliding bar carrying a spring-seated matrix-clamp. These bars are secured together and can be moved out or in, after the fashion of a drawer. Extending from the back, toward the operator, is a concave continuation of the back, upon the straight edges of which these matrix bars may be pulled to their outermost position. This extension is called the loading-tray. In it the matrix is laid to be put into the clamps. After the clamps have been closed upon it, they and the matrix together are slid into the space between cylinder and back. Then the casting-lever is thrown down, and the parts of the casting mechanism go automatically into operation, when the back, carrying the clamps and matrix, rises to its position beneath the under side of the cylinder, and the matrix is accurately positioned for casting within the circle of the box. Thus there is provided between core and matrix a

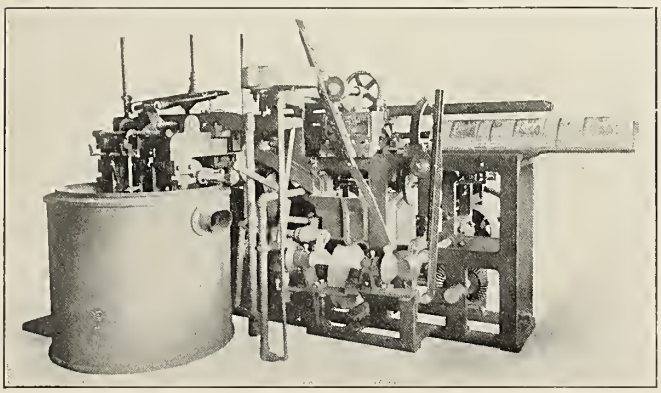


Fig. 5.
THE AUTOPLATE MACHINE, REAR VIEW.

semicircular space equal in length, breadth and thickness to the dimensions of the plate to be cast. At one of the straight ends of this space, and completely closing it, is the long straight mouth of a pump-spout. Through this spout, propelled by a pump which is immersed in a cauldron which usually holds twelve thousand pounds of molten stereotype metal, the charge is sent into the casting space described immediately the back has formed it. The opposite straight side of the casting-chamber having already been closed by the matrix-clamping bar carried at that side by the back, the injected charge of molten metal (usually of about forty pounds) is securely held until it has been cooled by the water-chilled cylinder and back. As the pump's plunger is operated by a cam-compressed spring, which continues to apply its pressure to the metal in the chamber during its solidification, the shrinkage of the cast is minimized. In the Autoplate machine metal is usually run at 475° F., and a half-inch plate requires about ten seconds in which to solidify. Therefore, after ten seconds of dwell the pump plunger is released and draws down from the mouthpiece all the molten metal it contains, which leaves nothing but the cast to be dealt with when the chamber is opened. So sharp is the line at which congelation ceases, an inch above the head of the plate, that, after the remaining molten metal has run back into the pump-cylinder, and the plate been ejected, no metal, either in molten or solid form, is left in the mouthpiece to cause clogs or other difficulties. The cast having been made and cooled, the back descends, and the matrix-retaining clamps, which are spring-controlled, gently strip the flexible matrix from the plate, which still adheres to the under side of the cylindrical core about which it has been cast. So soon as the stripping of the matrix is finished — a delicate operation, performed with great dexterity and speed by the machine — the cylinder is caused to make its half-revolution, and the plate is brought thereby out of position beneath the cylinder to that above it, where it comes to rest. Then back and matrix once more close against the under side of the cylinder, the pump acts, and another plate is cast; but this time upon the reverse side of the core. Meanwhile, the first cast has been moved from the top of the core and pushed along, upon its straight edges, between two horizontally rotating saws, making 3,500 revolutions a minute. These remove the narrow sprue cast upon one straight edge of the plate, and the narrower overcast portion at its other straight edge, and trim the plate at both edges close up to its type surface. After passing the saws, the plate enters beneath the dome of a shaving arch, where it comes to rest. Into the smooth inner curve of this it is then lifted and clamped, and a straight-edged rotating knife promptly smoothes out its inner-surface ribs, thereby bringing it to proper thickness. As the process of shaving gives the plate not only its thickness, but also the exact curvature of the press-cylinder upon which it is to be clamped, it is most important that it be accurately performed. This is insured by having the parts of great strength and accuracy, and by passing water through the arch-casting. The latter prevents the distortion of the arch, and, consequently, of the plates, which would occur if the shaving-arch were permitted to accumulate heat and expand. At each end of the shaving-knife is fixed a small, hooklike chisel. These reach over the beveled edges of the plate, made roughly in casting it, and trim them close to the type. By this time a second cast has reached the " shaver," as that device is called, and the first plate, being finished, is drawn out by a device and passed over a wetting apparatus. By means of the latter the plate is given its final cooling from its inner side only, which leaves the type side dry. The plate, now finished and cold, is ready for press.

The fundamental principles of the Autoplate machine may thus be set forth:

The cast, being made upon the under semicircumference of a cylindrical core, may be quickly and easily ejected by a half turn of the core. This arrangement permits of a double speed in casting, as two core surfaces are alternately used — the one having opportunity to cool while the other is in use. It further provides natural postures for the work of casting and delivering the plate. Thus the plate is cast with its printing surface beneath, which insures a good face; while upon its ejection from the casting chamber it is left face up, resting upon its two straight edges, in position to be most easily mechanipulated.* Moreover, as the operation of casting the plate occupies but the under part of the core, and that of delivering it from the core occupies only its upper part, both functions may simultaneously take place. This greatly increases the celerity with which the machine may be worked.

The matrix is mechanipulated, the mechanism used for the purpose acting with a gentle, uniform motion to position the matrix with accuracy for each cast to be made, and to strip it from the resulting cast without injury of its delicate texture. As many as one hundred casts have been made from one matrix.

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* In my experience I have frequently felt the need of a word which should express the " handling " of its work by a machine, as the word " manipulate " expresses the handling of the work of a man by his hands. To fill the gap, I have made bold to coin and use the word " mechanipulate," which is here employed.

Several safety appliances are embodied in the machine. One consists of a stud with a V-shaped nick which is cut to surround its middle portion. This stud, being inserted in a hole common to two adjacent elements of the driving mechanism, serves to communicate from one to the other the power furnished to drive the machine. As the nicked portion of the stud lies at the point of juncture of these elements, and its nicked section is of sufficient strength to transmit the necessary power, it will serve under normal conditions to drive the machine. But, as the nicked section of the safety-pin, as this is called, is weaker than the weakest part of the machine, it will instantly give way if the machine be obstructed, and the machine will then come at once to rest without having suffered damage. The obstruction having been removed, and another pin inserted, work may immediately be resumed. As Autoplate machines were destined to be used by workmen then unskilled in the care and use of automatic machinery such a safety device was necessary. Error-preventing appliances, also, are employed. By means of these it is not possible, for instance, to insert the matrix-clamping mechanism in the casting-chamber unless, the matrix being inserted, all parts are in proper position; nor is it possible to start the casting mechanism to work until the matrix-clamping device is safely and properly positioned in the casting-chamber. During operation the matrix device can not be withdrawn from the chamber; but in order that it may be withdrawn casting must first cease. While the casting-chamber is open, and the matrix parts are out of position, the pumping system is under restraint, so molten metal can not, by any carelessness of a workman, be ejected. By these various means the Autoplate machine has so successfully been made "foolproof" that a mishap to man or machine is an extremely rare occurrence.

Autoplate machines cost $25,000 each. The New York *Herald* has three, the New York *World* four, the New York *Times* two, the Chicago *Daily News* four, and the *Tribune* of Chicago three; the *Post* of Boston, the *Globe* of Boston, the Brooklyn *Daily Eagle*, the Kansas City *Star* and other large newspapers throughout America, Great Britain and Europe also have them in use. Many instances of payroll savings, ranging from $30,000 to $40,000 a year, may be set to the credit of this machine; while in the saving of time, a still more valuable consideration, some surprising results have been achieved. One of the largest New York daily newspapers, for instance, is now closing its type-pages twenty minutes later than it formerly could, and whereas its whole battery of presses used to require an hour or more in which to be set to printing, its battery is now got to work in less than fifteen minutes. The gain of this particular newspaper may be summarized as a yearly saving of over $40,000 in wages; twenty minutes of added time in which to gather news and advertisements, and the ability to get all of its presses running some forty minutes earlier than formerly, which enables it to catch earlier and more trains and thus vastly extend the area over which it circulates. In addition to these advantages this newspaper has been able to increase its selling time on the street, and greatly to improve its typographic appearance.

Coincident with the adoption of the Autoplate machine by the dailies of the larger cities, there arose a demand from newspapers of lesser magnitude for a similar machine suitable to their needs. This I supplied in the Junior Autoplate, a very much less expensive apparatus, but one built upon Autoplate principles. Several functions, in the parent machine automatically performed, in the Junior Autoplate are assigned to attending workmen. The cylindrical core stands on end, and, with the back which is similarly positioned, is given additional length to provide a sprue of sufficient height to insure the pressure necessary for perfect casting. In this machine the casting space is left open at its upper — its curved — end, and is filled from an overhanging spout by means of a hand-worked pump, immersed in a ten thousand pound pot of molten metal. The back is moved to and from the core by a hand-worked lever, and after the cast has cooled and the back has been drawn away,

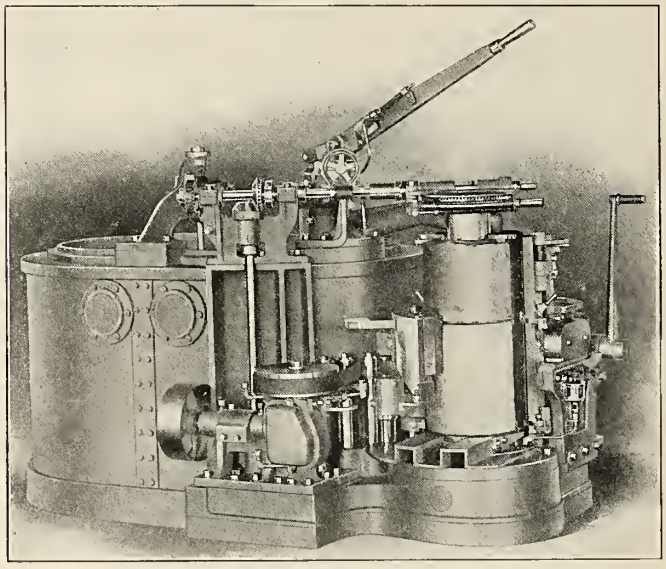


FIG. 6.

THE JUNIOR AUTOPLATE MACHINE.

Which casts, cuts the riser from, and delivers three plates a minute. These have subsequently to be shaved and cooled.

the operation of a hand-worked clutch-lever sets the cylinder to making a half-turn by power. As in this case the plate is "poured" at one of its curved ends, its straight sides require no subsequent sawing; nor do they require hand dressing, because of the fact that the matrix-edges and the clamps are made of such shape that all protrusions at the straight edges, save only the type itself, are cast below printing height. But the riser, which constitutes the upper curved portion of the cast, as in the case of a hand-made plate, must be removed. This is done during the half turn of the cylindrical core, which turns the cast out of the casting-chamber. Two saws are then thrown into position ahead of the plate, one at the height of the upper edge of the printing-plate itself, and the other opposite its lower beveled edge. As the cast passes these saws, one severs the sprue from the plate, while the other trims its lower edge. Small pockets in the cylinder surface, into which the metal of the cast runs, act, during the sawing operation, to hold the sprue and plate securely to the cylinder, where these continue to cling after they have been sawn apart. The cylinder having come to a stop, the back, with the matrix, is again closed upon its rearmost side, and another charge of metal is thrown into the casting-chamber. While this is being cooled by the water circulated in cylinder and back, the workman removes the first sprue, and, after tossing it into the pot, removes the first cast. The freeing of the sprue and cast from the cylindrical core is accomplished by means of a slight blow delivered by the straight edges of the back when it is closed for a succeeding cast. Thus freed from the core, the plate is left standing upon a shelf, on its lowermost curved edge, whence it is removed by hand. The sprue, still held to the cylinder by a couple of pins, from which it hangs, is easily removed.

Two unusual engineering practices occur in this machine. The saws, making four thousand revolutions per minute, are driven to cut in the same direction as the cast moves. This is done so that their dust shall not be thrown into the casting-chamber and prevent its making a tight joint at closing. And the upper saw is set to cut directly against the iron of the cylinder itself. Both are successfully

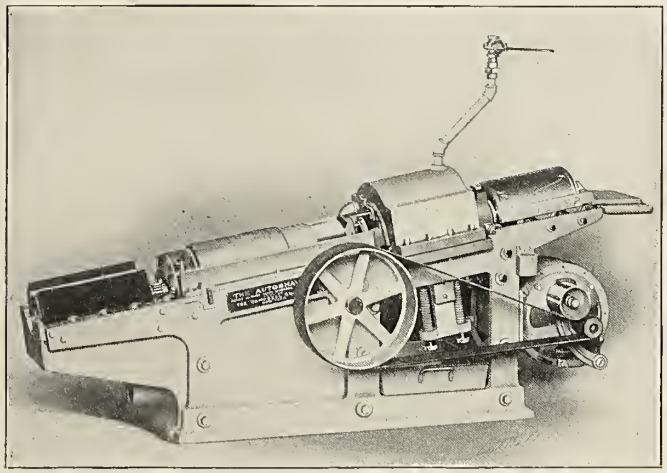


Fig. 7.
THE AUTOSHAVER.

accomplished, and work without trouble. But one further feature of the Junior Autoplate machine need be mentioned — the device employed to inform the workman when to open the casting chamber. In hand casting it is left to the operator to determine just when the cast is sufficiently hard to be removed. Thus, much time is unnecessarily lost. It was to save this waste of time that an announcing mechanism was applied to the Junior. It consists of a gong and a slowly driven toothed wheel, by a notch of which a spring-pressed clapper is engaged, and cocked. A camlike piece, secured to the framing but adjustable about the center of the wheel, is provided to trip the spring-pressed clapper, at any given point which may be chosen, and permit it to fly back and strike the gong. Thus, if the tripping-cam is set at a point to reach which it requires of the notch of the wheel that holds the clapper-lever that it shall take ten seconds of time, the gong will be sounded just ten seconds after the clapper has been thrown into engagement with that notch. From the handle of the pump used to fill the casting-chamber there depends a finger which acts to cock the clapper the moment the pouring stroke of the pump-lever occurs. By this arrangement the gong, if its cam is adjusted to allow the normal time required to cool a cast, can be depended upon accurately to announce the arrival of the moment at which the plate should be removed. To set this device it requires merely a knowledge of the time needed by the particular metal used to solidify.

In the Junior Autoplate, it will be observed, the fundamental principles of the Autoplate machine recur: the matrix is stripped and repositioned without the intervention of the eyes or hands of the workman; casts are successively made upon alternate sides of a cylindrical core; a half turn of the core simultaneously ejects a cast and presents a fresh casting-surface; and the closing of the chamber frees the preceding cast from the core, so that it may thereafter be removed during the succeeding casting operation. In the Junior Autoplate, however, a new principle, among other minor ones, is to be found: the cast is cut from its sprue while both are attached to the core, by means of a saw working in conjunction with the latter. The rate of production of the Junior Autoplate machine is three plates a minute. Its plates, however, as delivered by the machine are not wholly finished, but require thereafter to be shaved, dipped and dried.

In many instances newspapers have purchased not one alone, but several Junior Autoplate machines. This has led to the construction of the double Junior, which consists of two Junior Autoplates attached to an elliptical pot, one at each of its ends. The pot employed is usually of sixteen thousand pounds capacity. The machines are made right hand and left, and are independent of one another. Such an equipment requires the use of two matrices, one for each machine, and its rate of production is six plates a minute.

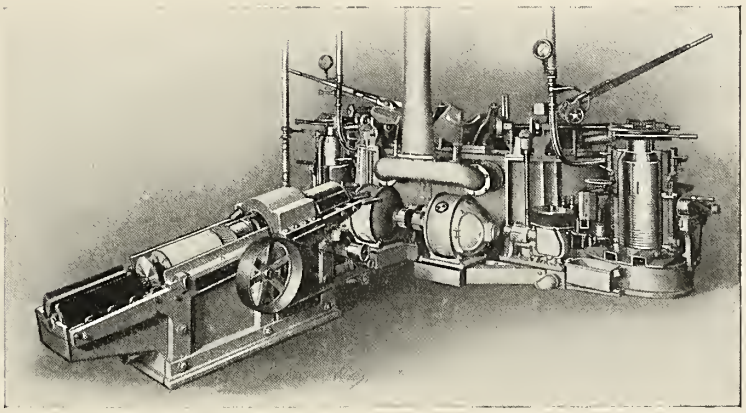


Fig. 8.
THE DOUBLE JUNIOR AUTOPLATE-AUTOSHAVER EQUIPMENT.
Which consists of two Junior machines attached to one furnace, and an Autoshaver capable of finishing their product. Capacity, six printing-plates a minute.

Having finished the construction of the double Junior Autoplate, a new apparatus called the Autoshaver was next provided, to shave, cool and deliver dry the plates made by Junior machines. This consists of an inclined runway of stud-supported, flanged wheels, along which the plate runs by gravity upon its straight edges. At the upper end of this runway is a receiving station, its exit barred by a cam-worked gate. Next along the route of the plate is a shaving-arch, it also having at its lower end a cam-worked gate;

then beyond the shaving-arch is a water-saddle, the exit of which is likewise barred, and, finally, beyond this, there is a receiving station beneath which rotates a brush, to clear the plate of such water as may adhere to its under side. Driven by the operating mechanism of the machine are cams which work the gates, a constantly rotating shaving-knife within the arch, clamps for therein securing the plate, and the brush. The shaving-arch is cooled, as in the Autoplate, by the circulation of water, which goes thence to the water-saddle. There, over a series of riffles, the water breaks into cascades, which are so arranged as to compel it to contact with the inner side of the plate, and cool it. The Autoshaver makes six revolutions a minute, and is capable of receiving a plate at every revolution. To use it, it is only necessary that a plate from a Junior shall be placed and left on the receiving stand, with its straight edges on the wheels of the runway. At the proper moment the first gate opens and the plate runs into the arch, where the second gate arrests it. There it is clamped and shaved, and at the proper moment is again released, this time to run out and onto the water-saddle. After being there held for an instant and cooled, it is released by the last gate and runs forward to the delivery-stand, where, being brought to rest by a stationary stop, it is brushed out and stands ready to be sent to press. Having a capacity of six plates a minute, the Autoshaver is capable of finishing the product of a double Junior Autoplate machine. Thus it has become the custom to install with every double machine, an Autoshaver. The New York *American*, for instance, uses three such equipments, having a combined capacity of eighteen finished plates a minute. In this newspaper office the Autoshavers are so arranged that their finished plates are taken by automatic carriers to the various pressrooms in which they are to be used, and a stereotyper touches the plate but once in transporting it from Junior to Autoshaver. The Boston *Globe*, also, uses a similar arrangement.

In concluding the subject of the evening, it may lend a touch of human interest to what has been of necessity but a dry relation of mechanical facts, if I state that nearly $2,000,000 worth of Autoplate machinery has been sold at home and abroad; and that it has been carefully computed that in the United States and Canada there is now being saved annually by its use over $350,000.

In this address I have sought, as clearly as might be, to sketch the mechanical progress of the newspaper from its beginning to the present day. But I have not undertaken the fascinating task of forecasting its future. It is, indeed, strange that, with all the facilities I have described, the most progressive newspapers of the time still feel themselves to be as heavily handicapped as could ever have the newspapers of old. But such is the case. The incentive to progress still exists, and the rewards to be won in the future are even greater than were those of the past. In the pressroom, I am fully convinced, will come the next great advance.

MRS. McFARLANE TO THE RESCUE.

Mrs. Jack McFarlane took pity on us Tuesday (probably realizing we were starving), on account of one of the head guys of the village taking some of the printing away from us, and also being the cause of us not getting the town of Lawrence proceedings to print any more, and a few other little dirty tricks he is trying to play us, and she brought us in a nice bunch of beets, and also one of carrots. We thank Mrs. McFarlane very much for same.—*Ingram (Wis.) Advance.*

SENTIMENTS OF THE TRADE PRESS.

There is no other vocation known among men, than that of newspaper-making, that opens so many opportunities for acquiring useful knowledge of men and affairs.—*National Printer-Journalist.*

There is no channel in which contributions of supply houses to printers' organizations can secure better results than where they are devoted to the installation of cost systems in printing-houses.—*Printing Trade News.*

It is plainly evident that while the offset press will by no means entirely supersede the typographic press, it is nevertheless here to stay and is bound to become an important factor in the production of printing.—*American Pressman.*

The passage of the Tou Velle Bill, in the House, by a vote of 192 to 27, is a victory that carries a lesson to the paper industry which should remain for many years as a shining example of what can be done when all who are interested in a measure "get together" with a determination to win or know the reason why.—*Paper Trade Journal.*

Every printer knows that in his business the competitive system is in full flower, and that regular trade is about as strong as a rope of sand.—*Ben Franklin Monthly.*

It requires no vision of genius to see that the public is not now so likely as it formerly was to separate a newspaper into two persons, like Jekyl and Hyde, one of which boosts the prize-fight on the sporting-page and the other is shocked on the editorial page.—*Editor and Publisher.*

Everybody knows that competition, pure and simple, that is a beating of prices, grinds all alike by turn and produces underhanded methods, slighted work and a slim purse.—*Progressive Printer.*

Desire, carried to excess, becomes greed, and the business man who, in buying, makes exactions that preclude profit to the one who sells, ceases to be truly businesslike. —*American Printer.*

Employing printers and workmen in every branch of the printing trades should get together and follow the example of the employing printers and the Allied Printing Trades Council of Seattle in starting a movement for home industry in every town and city.—*Pacific Printer.*

"THE PERSONAL APPEAL IN ADVERTISING."

From the Calexico *Daily Chronicle* we take the following advertisement, as an interesting example of the forcefulness of "the personal appeal" in advertising. It will be strange if the new field of activity entered on by the advertiser does not prove much more profitable than that which she has been compelled to abandon if the chivalry of the coast is not dormant:

"INGRATITUDE"

Miss Carolina Cabrera, Ex-School Teacher of Mexicali, Lower California, Mexico, who was discharge on account of erroneous information given by certain percons, has found herself obliged in order to meet the daily expenses for herself and family, to open a store under the name of "La Pureza," close to the well known establishment of Mr. Juan Jaussaud, selling Cigars and Liquors, from this date to the public. She has the honor to solicit the patronage of the very illustrious and loyal American People.

THE International Printers' Cost Congress will be held at St. Louis, October 6, 7 and 8. See announcement of meeting and program in this issue and make arrangements to be there, and invite your friends who are also your competitors.

CORRESPONDENCE

While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore, correspondents will please give their names — not necessarily for publication, but as a guarantee of good faith. All letters of more than one thousand words will be subject to revision.

MR. EARHART TO MR. ANDREWS.

To the Editor: CINCINNATI, OHIO, AUGUST 8, 1910.

In the August number of THE INLAND PRINTER Mr. E. C. Andrews says: "Mr. Earhart is disposed to flout the idea of carefully weighing colors to be used in printing, and cites the absurdity of weighing an ounce of ink for a job of printing."

As this is a misstatement, lacking in that "scientific accuracy" which the gentleman advocates so strongly, I will simply refer the reader to page 554, of the July INLAND PRINTER, for what I really did say upon the subject. By doing so the reader will not be "scientifically" misled by his statement.

I am sorry that this is the second time I have been obliged to call attention to the misleading statements of one who should at least weigh his words with the same "accuracy" that he weighs his printing-inks. However, they may be merely some of his misguided efforts "to arrive at the truth in scientific methods of considering color."

I have the greatest respect for scientific accuracy and scientific knowledge of any kind, because scientific knowledge of a thing is simply a knowledge of the truths or facts concerning that thing. But there is so much *alleged* scientific knowledge afloat, compounded from the "authorities" by those who read much and practice little — and who worship at the shrine of theory — that, in my judgment, takes on the color of "punk" and has no real practical value. Yours truly, J. F. EARHART.

INCIDENTS IN FOREIGN GRAPHIC CIRCLES.

BY OUR SPECIAL CORRESPONDENT.

ENGLAND.

A NUMBER of leading French and German printers and publishers came over from the continent to visit the recent Printing Trades Exposition, in London. They were the guests of the Institute of Printers and Kindred Trades of the British Empire, and were given a reception at the Mansion house, by the lord mayor of London.

THE recent Printing Trades Exhibition, in Agricultural Hall, at Islington, London, by all accounts is considered to have been the most successful one ever held, both financially and in point of attendance, while the exhibitors and the visitors were equally well pleased. It represented the finest collection of printing machinery, material and appliances ever gathered together for exhibition. The affair was formally opened by Sir John Knill, Lord Mayor of London. During their tour of inspection, the first evening, Sir Knill and his wife were much interested in the Linotype, and the lady mayoress took a trial at setting some lines on the machine, which gave great delight both to her and the onlooking crowd.

THE Master Printers' Federation convened this year, in annual conference, on June 17, at Newcastle-upon-Tyne. The laws of libel, the copyright act, apprenticeship and the forty-eight hour week were the main topics discussed. In respect to the last question, the report of the executive council of the federation, which averred that it "could not see its way to recommend it to concede this reduction of hours," was adopted.

A NEW corporation, called the Goss Press Company of England, Limited, was recently registered. Its capital is £400,000, in £1 shares, and its object is to carry on the business of manufacturing presses, tools and machinery for use in printing, lithographing, electrotyping and stereotyping, and to "adopt an agreement with the Goss Printing Press Company, of Chicago." Messrs. F. L. Goss and J. J. Walser, of Chicago, are on the list of incorporators.

THE largest half-tone plate that has so far been produced was made by Messrs. Carl Hentschel, Limited, of London, on the occasion of the death of King Edward VII. This plate, which represents a panorama of the funeral procession, is seven feet long. It was made between the hours of 11 P.M. and 8 A.M. At the same time four blocks, measuring together a length of sixteen feet, were also made. A large number of other topical illustrations were the product of this very strenuous night.

THE secretary of the Leeds Typographic Society, Mr. R. M. Lancaster, lately made a visit to Germany. In detailing his experiences, in a lecture given in the Leeds Trades Hall, he said that, while in general wages were lower and working time was longer in Germany than in England, in many respects the German workman was better off than his English compeer. This, he thought, was in no sense due to the German tariff system, which was undoubtedly responsible for many hardships, but to the fact that Germany was far ahead of England in the matter of social legislation.

THE *South London Press* has been discussing the Bacon-Shakespeare problem. Mr. R. W. Bowers, a printer and a facile writer, believes Bacon did not write the works attributed to the Bard of Avon. He avers that Bacon was most exacting in having his matter printed correctly, and says: "The Association of Correctors of the Press would justify any master printer in discharging offhand any reader who allowed such obvious typographical errors as appear in the 'first folio' to pass, and which offer so marked a contrast to the text of Bacon's works, printed under his own supervision."

A NEW linotype machine, called the "Victorline," is now being placed on the English market, by the agents of the General Composing Company, of Berlin, by whom it is manufactured. The very low price — £375 ($1,875) — at which the machine is offered is attracting wide attention, as is also the fact that use is made of a water-cooled mold, which enables the casting of a more solid slug than is usual on the Linotype. In addition, the Victorline has thirteen extra keys on its board, which may be adapted for fractions, accents, special marks, etc. The printing trade, however, is being notified by the Linotype & Machinery, Limited, that legal proceedings will be instituted against the sellers and users of the Victorline, under the claim that the manufacturers of it are infringing upon certain patent rights.

THROUGH the generosity of a number of master printers, it has been possible for the Printers' Pension Corporation

to amass a capital of £90,000, from the interest of which at present 458 superanuated employees, or, in many cases their widows, receive pensions of £10 to £30 yearly. The income in the last fiscal year was £18,000, and at the annual dinner of the society, the presiding officer, Sir G. Wyatt Truscott, the printer who was Lord Mayor of London last year, announced further donations amounting to £6,325. The publisher of "Printers' Pi," the yearly souvenir of the society, guaranteed before its issue a return from its sale of £1,000. The court printer, Mr. Hugh Spottiswoode, prints this humorous publication at cost, while many articles and illustrations are furnished gratuitously by noted writers and artists.

GERMANY.

It is estimated that there are sixty thousand printers in the German empire and that fifty-seven thousand of these are union members.

A graphic arts exhibition will be held in the German Book Trades Museum, at Leipsic, from October 21 to December 4 of this year.

The Association of Paper and Stationery Dealers, of Germany, held its annual convention this year, on July 16 and 17, in classic old Heidelberg, in the ballroom of the city hall. The ruins of Heidelberg's famous castle were illuminated in honor of the visitors.

The seventh general meeting of the German Union of Lithographers was held in Hamburg, on August 22 and 23. One of the subjects presented was "Tact in Movements for Wage Changes." As this was discussed in secret session, one can not report upon the wise conclusions elicited from a study of the tactful handling of labor matters.

The compositors' union of Germany has decided that for setting up, by the piece, matter in Esperanto, the universal language, an increase of twenty-five per cent shall be paid if the necessary accents are in the same case with the font in use, and an increase of thirty-three and one-third per cent if the accents are kept in other cases.

Statistics presented by the compositors' union show an increase, during 1909, of thirteen per cent in the use, in Germany, of type setting and casting machines. The figures for January 1, 1909, and January 1, 1910, are respectively as follows, the increase being given in parentheses: Linotypes, 1,199 — 1,307 (108); Typographs, 763 — 853 (90); Monoline perforators, 339 — 369 (30); Monoline casters, 142 — 185 (43).

German printers seem to have a justifiable grievance against the envelope manufacturers, because these also do printing on the envelopes and often do it at prices so low that they can not be met. The manufacturers do not sell to the public direct, but the terms they give to middlemen enable these to compete with regular printers to such an extent as to now cause the latter to make a vigorous protest to the manufacturers.

Under the supervision of Doctor Schwenke, first director of the Royal Library, at Berlin, a reproduction of the famous forty-two line Bible of Gutenberg is being executed. It will be published by a firm in Leipsic. The work will embrace 1,300 pages, of which 100 will be embellished with miniatures in color and gold. An edition of 300 copies, at 700 marks ($175) each, unbound, and 900 marks ($225) each, bound, also twenty copies printed on parchment, at 3,000 marks ($750) each, will be issued.

The German Postoffice Department has been suggesting to the business world the use of a normal size of envelopes, since the multiplicity of present varying sizes is a hindrance, almost to the degree of a nuisance, in the expeditious handling of letter mail. The size suggested is 12½ by 15½ centimeters (about 5 by 6½ inches). A number of German business houses are taking kindly to the suggestion. The German custom is to fold a letter-size sheet but twice, instead of three times as in America, which accounts for the envelope for it being almost square.

Heretofore, just as in the United States, the registration of letters and parcels for mailing consumed a lot of time at the registry windows of the German postoffices, due to the clerks having to fill out the required forms and receipts. Under a new order, the sender may now fill out the forms himself, at his convenience, before going to the postoffice, where the clerks merely append the necessary signatures and validating stamp and return the receipt to the sender. The registry forms may be bought at the postoffices in blocks of one hundred for 5 cents. Singly they are furnished gratis.

The German Census Bureau has just issued figures concerning the employers' associations of the empire. According to these, there were, on January 1, 1910, 84 national, 474 district and 2,055 local organizations, a total of 2,613, engaging 3,854,680 workpeople. In the paper industries there are the Paper and Cellulose Manufacturers' Association, with 100 members and 23,300 employees; the Master Bookbinders' Association, with 70 members and 6,000 employees, and the Central Association of Paper Box and Carton Manufacturers, with 12,000 employees (number of members not given). In the polygraphic industries there are the German Printers' Association, with 4,777 members and 51,940 employees; the Employing Printers' Association, with 170 members and 2,000 employees; the Protective Association of Master Lithographers, with 268 members and 17,040 employees; the Association of Chemigraphic Establishments, with 141 members and 2,920 employees; the Association of Process Printers, with 62 members and 862 employees, and the Association of Typefounders, with 36 members and 2,500 employees.

The Merten process of printing photogravures on rotary presses, as first employed on the *Zeitung*, of Freiburg, and described on page 586 of the July issue of The Inland Printer, seems to arouse much interest among printers and publishers, being considered quite an advancement in processwork. That the owners of the invention have a full appreciation of its worth is indicated by the royalties demanded by them for its use, which range from 5,000 marks to 35,000 marks ($1,250 to $8,750) per year, according to the application made of the process. In addition to this, one has to install the press designed for working it, whose cost is no small item. Also, an outfit for etching the rolls, costing about $875; a lathe for turning and polishing the rolls, which are iron cores covered with copper sheaths, at a cost of $250 to $500; a machine for applying the sheaths to the cores, costing about $300; instead, an apparatus for electrolytically coating the cores with copper may be had for from $1,250 to $1,750; and then a moistening machine, necessary for some papers, costing from $650 to $750. These, together with the various minor tools and appliances needed, make the process a costly one, indeed, so that if it is really worth while its use will be restricted, for a time at least, to the dailies with large capital.

ITALY.

That the splendid figure of Jonah, in the painting by Michaelangelo on the ceiling of the Sistine chapel of the Vatican, is due to a typographical error seems to be clearly demonstrated by Emile Mâle, a French savant. Up to now the art critics had been wondering how the "minor

prophet" Jonah came to be placed among the company of more illustrious prophets and sybills in this composition of Michaelangelo's. M. Mâle gives this explanation: A Dominican, Philippo Barbieri, in 1481, wrote a treatise on the sybills and prophets, whose presentation coincides in a remarkable manner with that of Michaelangelo in his picture. In this work Barbieri puts words into Jonah's mouth which were borrowed from the sixth chapter of Judges (verses 37-39), and which refer to the fleece of wool of Gideon. This quotation was supposed, in the Middle Ages, to prophesy the coming of the Messiah and was always placed among the predictions of the prophets and sybills. The explanation of this mistake in Barbieri's treatise is to be found in a gross compositor's error, as it is not to be supposed, since Barbieri was a learned theologian, that he would be guilty of the misprint. Very likely, in his Latin manuscript he had written "Judic. VI.," of which the compositor made "Jona VI." (The Book of Jonah has but four chapters.) The illustrator of the treatise, who, it seems, did not inquire into the correctness of the text, added a woodcut representing Jonah and the whale. It would appear that Barbieri did not live to see his work printed, else he would, without doubt, have noted the error. And Michaelangelo, being perhaps a better painter than Bible student, queried nothing and took Barbieri's prophets as he found them and incorporated Jonah with the rest in his immortal work in the Sistine chapel, thereby confounding the art critics.

FRANCE.

THE newly elected Chamber of Deputies counts among its members four master printers, four compositors and one trade-press writer.

THE age of the envelope has been a matter for some discussion, various dates being given and various individuals being honored as its inventor; for instance, the Frenchman, Marion, in Bergère, about 1851, and the Englishman, Hill, about 1840. Researches, however, have shown that envelopes were already in use in 1644.

ON May 14, in the hall of the Cercle de la Librarie, there were distributed medals of honor to a number of graphic workmen who had each served his employer more than twenty years. These medals are given at the cost of the employers. The government gives similar medals, but requires a continuous service of at least thirty years in one establishment.

IT appears that paper made of wood dates as far back as 1740, in which year a discharged officer of the dragoons, named Léovier-Delisle, who had become manager of a paper-mill in Langlée, near Montargis, made successful experiments with using wood as a paper material. A book shortly thereafter published by him carried the notation: "This work is printed on paper made of poplar bark."

IT is announced that a reproduction of the Gutenberg forty-two line Bible of 1450-55 will be published in facsimile, by H. Welter, of Paris. It is to be finished within two years. An original copy now in the Munich Royal and Municipal Library will be copied. This contains a "*tabula rubricarum*," which is found in no other copy of this edition. The reproduction will be somewhat costly, its price being $200; to advance subscribers, $150. It would seem this will be a different reproduction from the one mentioned among the foregoing German notes.

AUSTRIA.

EXAMINATIONS of candidates for admission to the coming winter session of the Vienna Graphic Arts School will be held September 16 and 17.

THE Royal Library at Vienna complains of lack of room. An addition built within recent years is about filled, and it is estimated that inside of nine months all the space available in the library will be occupied, when means must be found for taking care of the flood of publications constantly coming in. There are now over a million books on hand. The number of books and periodicals sent in obligatorily is in the thousands annually. Many printers send copies of everything they print, even bills of fare, timetables, circulars, etc. Much of this is waste-basketed, but all the periodicals are filed and bound. The cost of binding some of the journals amounts to $10 a year each.

THE *Neue Zeit* and the *Schlessische Volkspresse*, two journals published in Troppau, Silesia, got into an argument over labor subjects recently. In reply to an article in the latter sheet, which bristled with invective, the editor of the *Neue Zeit* wrote an equally sharp screed. This the union compositors of his office refused to put into type, so an apprentice had to set it. A proof of this got into the hands of the president of the printers' union, a social democrat, by the way, who then demanded that the article be suppressed. The publisher of the *Neue Zeit* declined to accede to this demand, whereupon a strike was declared by his employees. He then gave in, but secured the printing in another office of a report of the affair, which he included as a supplement in one of his paper's issues. He also sent an open letter to the minister of justice, asking for an investigation of the action of the union members and their officers, and the punishment of all who were guilty of the "duress."

HUNGARY.

A NEW wage-scale for printing-office employees in Budapest, which had been agreed upon by representatives of the employers and employees, has been rejected by the unions, by a vote of 1,613, against 1,131. This is considered somewhat strange, as the new scale was an improvement upon the old. It gave to compositors, proofreaders and pressmen gradual increases to a maximum of 5 crowns ($1) per week at the end of eight years, with an immediate increase of 2 crowns to book-compositors and pressmen and 3 crowns to hand and machine compositors and proofreaders on newspapers, while the daily working time was to be shortened one-fourth hour at once and another one-fourth hour on January 1, 1915, which would give Budapest printers the shortest working time on the European continent. The present scale is in force until October next. It is expected by that time to arrive at a satisfactory agreement.

HOLLAND.

THE International Publishers' Association held its seventh general meeting, in Amsterdam, on July 18 to 22.

THE city administration of Amsterdam is having plans made for a new building for the municipal printing-office, upon a lot measuring 27 by 50 meters.

BELGIUM.

THE second International Congress of the Periodical Press was held at Brussels, on July 24 to 26. It was largely attended, and the program covered an extensive variety of topics pertaining to publishing.

IT MIGHT BE WORSE.

From the Kalamazoo *Press* we learn that a young lady of Pontiac was "hurt on her birthday." This is more painful than being tanned on one's vacation, but not so bad as being sunburned on one's week-end.— *Wroe's Writings.*

Program Title-Page Contest

Conducted by the Job Composition Department of The Inland Printer

Opens September 1 — Closes October 15

THE COPY

Christmas Exercises, held under the direction of the Christian Endeavor Society of the Manhattan Avenue Presbyterian Church, Saturday evening, December 24, 1910.

THE RULES

The size of the page is to be 6 x 9 inches, but the size of the form may vary according to the taste of the compositor. Seven proofs are to be submitted, mailed flat, in two colors—black and red—on white stock. The contestants may arrange the copy as they see fit, but no words are to be omitted, and none added. The reading matter must be printed from type, but any stock ornaments or other decoration may be used. The contest is open to all, and each contestant may submit as many designs as he sees fit.

All entries must be addressed to Job Composition Department, The Inland Printer, 120-130 Sherman Street, Chicago, Ill.

THE AWARDS

First place, Twenty-five dollars.
Second place, Fifteen dollars.
Third place, Ten dollars.

Fourth place, Three dollars in subscription or books.
Fifth place, the same.
Sixth place, the same.
Seventh place, the same.
Eighth place, the same.
Ninth place, the same.
Tenth place, the same.
Eleventh place, the same.
Twelfth place, the same.
Thirteenth place, the same.

The Three-dollar awards consist of either a year's subscription to The Inland Printer or books amounting to $3 from the following list:

Vest-Pocket Manual of Printing, 50c.
Design and Color in Printing, $1.
Imposition, a Handbook for Printers, $1.
Impressions of Modern Type Designs, 25c.
The Principles of Design, $3.
Lettering for Printers and Designers, $1.
Specimen Books: Bill-heads, 25c; Covers and Title-pages, 75c; Envelope Corner Cards, 25c; Letter-heads, 50c; Cards and Tickets, 25c; Menus and Programs, 50c.

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PROGRAM



CIRCLE CLUB
AUGUST 8, '10, 3 P. M.

⟩GRAM

PART I

Chorus — "Greeting" . . . . . *Speaks*
The Lyrics

Piano — "Berceuse" . . . . . *Hjinski*
Miss Eudora Ewin

Violin Solo — "Espagnole" . . *Godard*
Mr. L. Badu

Piano — "Tarantelle" . . . . . *Thome*
Miss Melville Akin

PART II

Chorus — "Contemplation" . . *Papini*
The Lyrics

Piano — "Balancelle" . . . . . *Wachs*
Mrs. Thomas Berg

Violin — "Melodram" . . . . . *Guird*
Mr. Geo. Twain

Chorus — "Good Bye" . . . . . *Spolin*
The Lyrics

A Question *of* Economy



The
Thomas Press
Chicago

A QUESTION *of* ECONOMY

The THOMAS
PRESS :: *Chicago*



PRINTING

A GUIDE *for*
THE BUYER
of PRINTED
MATTER

JOB COMPOSITION

BY F. J. TREZISE.

In this series of articles the problems of job composition will be discussed, and illustrated with numerous examples. These discussions and examples will be specialized and treated as exhaustively as possible, the examples being criticized on fundamental principles—the basis of all art expression. By this method the printer will develop his taste and skill, not on mere dogmatic assertion, but on recognized and clearly defined laws.

Perhaps you have noticed that at present there is no dominant "style" in typographical design.

Or it may be the change has come so gradually that you are unaware you are turning out your work unhampered and untrammeled by the fashion dictates of some one else.

But, whether you have been aware of it or not, "style," in the ordinarily accepted sense of the word, has gone out.

The only style noticeable in the work of to-day is simplicity. And that is not style — it is just common sense.

We have often wondered why common sense was so uncommon among many job printers.

Just the common sense which causes a man to decide for himself what is good in typography — and then do that thing — instead of allowing some one else to map out for him a line of action.

By way of illustration: A few years ago (in the days when the De Vinne and kindred heavy type-faces were in the height of their popularity — said popularity being largely due to judicious boosting on the part of the type-foundries) a couple of young printers put in a job plant. Personally, they both preferred the lighter type-faces, but the prevailing "style" for the heavy type won the day and the plant was equipped accordingly. The work which they turned out was never satisfactory to them, although they were able to persuade themselves and their customers that it was in style, and, therefore — "nuff sed." Now, when they look back over the specimens of those days, the work looks like a nightmare. They knew better at the time, but, instead of allowing their individuality to assert itself — instead of using the common sense which they had — they bowed to the dictates of the fashion of the period.

And that is what is the matter with a great many job-printers. Instead of just being "Jones, the printer," and making "Jones, the printer," stand for distinctiveness in the craft, they strive to become a pocket edition of William Morris or some other man upon whom fashion has set the stamp of approval.

True, one must study the work of others. But studying does not necessarily mean copying. If we must have a style, let's have our own. The work of others may suggest — it should not dominate. It should be used only as an aid to developing our individuality — to helping us form our own styles.

The stylemakers are the ones who refuse to be trammeled by style.

If Bradley had been content to follow along conventional lines, doing his work after the manner of the generally accepted style, he never would have developed the individuality which resulted in the "Bradley style."

It is only one step farther to the job-printer who, if he confines himself to the Bradley style, or any other style, will never be anything more than a mere copyist.

It is certainly a relief to be free — even though it were only for a short time — from the question of whether or not a job is in style. Think of the trouble we had, during the periods of the various styles, in making our work conform to the fashions — the period, for instance, when we felt it incumbent upon ourselves to letter-space every line of old-style capitals, sometimes even with two-em quads, or that other period during which every job must be done up in all the fifty-seven varieties of panels. Surely, we are progressing, when a man may size up a piece of copy and then set it in the way he thinks best, without consulting the latest style bulletin.

And then, on the other hand, one should not in his desire for originality throw aside all accepted standards of good and bad. Just because a man makes a pretense of defying conventionality, it does not follow that he is justified in poor spacing, imperfect joining of rules, improper division of words, and the general disregard of mechanical excellence which characterizes much of the work of individualists or "crafters."

A man who does a thing well — for a living, is called a workman; a man who does a thing — usually imperfectly — as a fad, is called a "crafter."

Sounds rather hard, perhaps; but, as far as the printing business is concerned, it is painfully true in all too many cases.

Throughout the length and breadth of the land is heard the hum of the presses of the "crafter" shops — shops whose half-baked proprietors are laboring under the self-imposed task of letting the light in on the business of fine printing.

We have before us at this writing a magazine published by one of these "crafter" concerns. It is full of the joy of individual work — of doing what one pleases, etc.— and "insists on getting away from the conventional, the every-day way of doing things."

Why, in the name of common sense, should a person "insist on getting away from the conventional, the every-day way of doing things," if, in the getting away, his lack of ability prevents him from doing as well as the every-day way? Why should one insist upon doing a thing poorly rather than in the conventional manner?

The object of the magazine appears to be to "help the toiler help himself," as witness the following quotation:

"To those of us who have found the tools to which our hands are fitted, the work-day comes out of the East with joy. We are sorry to say, there are many, yes far too many, in the land of freedom, who have not found their own tools, whose synonym for work is *toil*, who can not lift their heads, smile and say 'We have found our work.' Those are the workers across the fields, those are the 'dumb, driven cattle,' slaves, men, women, yes and children, too, who get up in the morning at six, eat their breakfasts in a hurry, rush madly to catch a car to the city, work all the weary day, rush home at night, tired and worn, put out the light and go to bed — this for six days a week, so that on Saturday night they may jingle money before the grocer's eyes and drop the greater share into his pockets, so that the toiler may eat and drink that he may be strong in body to earn the shekels which give him eat and drink. Slaves, yes slaves indeed — toil, toil, grind, grind, on and on until the hands are cold."

All very fine, to be sure, but these same slaves who get up at six are the ones who print the city directories, the catalogues, the railroad tariffs and the thousand and one

other pieces of necessary commercial work beneath the dignity of the "crafter." And when it comes right down to work well done, we have more respect for a man who can properly set a page of tariff matter than we have for the man who botches a magazine page.

We have no quarrel whatever with "crafters" — as a printer, but we do think that he should know better than to put two spaces after a comma, while between other words in the same line there is but one.

The "crafter" magazine in question is dedicated to the Thinkers, the Dreamers, the Doers — all commencing with capital letters — and its avowed purpose is to "make the

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: : : *Depository:* The National Bank of the Republic : : :

A page as originally set by the compositor, exemplifying the principles of good typography.

such. No, indeed; but we do think that their ability to furnish "inspiration" to the worker and bring about an "art uplift to the country" would be greatly enhanced if they learned a trade rather than trying to absorb it by a short cut, or on the instalment plan.

We don't believe that it is necessary for a boy to build fires, sweep floors, clean cuspidors, etc., in order to become toiler (especially in the printing craft) a lover of his work," uplift typographical art, etc. The "head man in the Print Shop" — more capitals — "loves type, and is never happier than when he is working out some beautiful set-up." Perhaps comparatively few journeymen would measure up to this degree of happiness in their work, but if they were guilty of the atrocious spacing, imperfect joining

of rules and other glaring faults of this magazine — guilty of them in a real print-shop — they wouldn't last long enough to know what a full week's pay looked like.

The "crafter" is all right as long as he keeps it to himself and doesn't attempt to "revitalize," "uplift" and furnish "inspiration" to the trade.

the foreman, or the proprietor, or the customer, has ideas totally at variance with his own.

Of course, the ideas of foreman, the proprietor, or the customer, should take precedence, and the compositor must of necessity bow to the judgment of those higher in authority — and rightly, too, as far as that is concerned — for,

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GEO. D. ANSON, - - - - - - - - - - *Secretary and Director*
C. C. CRISMON, - - - - - - - - - - - - *Director*

∴ ∴ *DEPOSITORY:*—THE NATIONAL BANK OF THE REPUBLIC. ∴ ∴

The same page as altered to conform to the ideas of the customer.

A Difference of Opinion.

Verily, different people have different ideas regarding what constitutes a good job of printing, and no matter how much pride a man may take in his work, nor how much effort he may make to turn out a satisfactory product, he will occasionally find himself "bumped" — hard — because perhaps, the most satisfactory employee is the man who is willing to do what he is told to do, and in the manner designated, even though he may think something else or some other way better. Nevertheless, it sometimes goes hard to do it.

By way of illustration: We have at hand a letter from B. Sherwin Beck, of Salt Lake City, Utah — one of many

letters of the same kind to reach this department during the course of the year — enclosing two copies of a title-page for the Beaver Tri-Metallic Mining Company, reproductions of which we show herewith. One of them, marked A, is the page as originally set, while the other is the page as altered to suit the ideas of the customer. Naturally, the compositor thinks his arrangement the better of the two, and wants to know what is the matter with it. As far as we can see, it is not a matter of criticism, but one of personal taste — and we can hardly admire the personal taste of the customer. There is little to criticize in the job, as originally set. It represents a carefully planned arrangement, the type-faces are harmonious, and the only real exceptions that could be taken to it would be in regard to small items, such as the rules at either side of the first line in the panel, the colons filling out one of the lines, etc. The other page, however, represents no arrangement whatever, any old type being thrown in, in any old way. True, it does give a little more prominence to the stock offer at 5 cents per share, but this could have been done just as well with the other design.

The page as originally set exemplifies the principles of good typography; the text being gathered into but two groups gives a desirable simplicity to the design. The placing of the groups in such position that the center of balance of the groups is found toward the top of the page gives proportion, while the use of type-faces of approximately the same general width gives a harmony of shapes. On the other hand, the resetting, broken up into four different groups, makes for complication rather than simplicity of design; the practically equal distribution of these groups over the page destroys any possibility of proportion; and the use of the very condensed letter, in combination with the open capitals of the square letter, destroys all shape harmony.

A New Job Composition Contest.

On another page will be found the announcement of a new job composition contest — to open September 1 and close October 15. The subject is a title-page for a Christmas entertainment program — an especially seasonable subject, inasmuch as the announcement of awards and the reproduction of the various designs will appear in the December INLAND PRINTER, just in time for their adaptation to the needs of the Christmas printing.

The awards, as previously, are large — $25 for first prize, $15 for second prize, $10 for third prize, with ten prizes of $3 each, the latter in subscriptions or books — a total of $80. The interest in these contests is very marked, the last two contests bringing forth over one thousand seven hundred entries from nearly nine hundred contestants. Inasmuch as the copy for the present contest is of a nature susceptible of a wide variety of treatment, and the subject an interesting one to compositors, we are confident that the number of participants will be correspondingly large. Send your entries in early.



A PRINTER'S HOME.

Residence of John Brooks, journeyman printer, 206 Regent street, Lansing, Michigan.

SPECIMENS

BY F. J. TREZISE.

Under this head will be briefly reviewed brochures, booklets and specimens of printing sent in for criticism. Literature submitted for this purpose should be marked "For Criticism," and directed to The Inland Printer Company, Chicago.

Postage on packages containing specimens must not be included in packages of specimens, unless letter postage is placed on the entire package.

J. H. Davis, Cleveland, Ohio.— Your specimens are all excellent, the letter-head being unusually neat and attractive.

Federal Advertising Agency, New York.— The booklet is an especially pleasing piece of work, the hand-lettered group on the cover being excellent.

The Brown Shoe Company, St. Louis, Missouri.— The cover-design of your house organ, "The White House Message," is timely and attractive.

A. J. Lyon, Portland, Oregon.— The card for the City Steam Dyeing & Cleaning Works is a very neat piece of typography and the colors are excellent.

La Rue Printing Company, Kansas City, Missouri.— The removal notice is an attractive piece of work — type arrangement, stock and presswork all being good.

James A. Murray, Chicago, Illinois.— Both of the cards are excellent in typography and color, the one in black with heavy border being especially good.

The Bristol Company, Waterbury, Connecticut.— Your booklet is a creditable piece of work throughout, the embossing on the cover, however, being especially well done.

W. T. Stanberry, Hereford, Texas.— The letter-head is good in design and color, and affords no opportunity for criticism, although some would consider it rather heavy and bold.

J. Warren Lewis, Ogden, Utah.— The specimens are all neat and tasty in design and show an excellent use of colors. The dance program is an especially interesting piece of work.

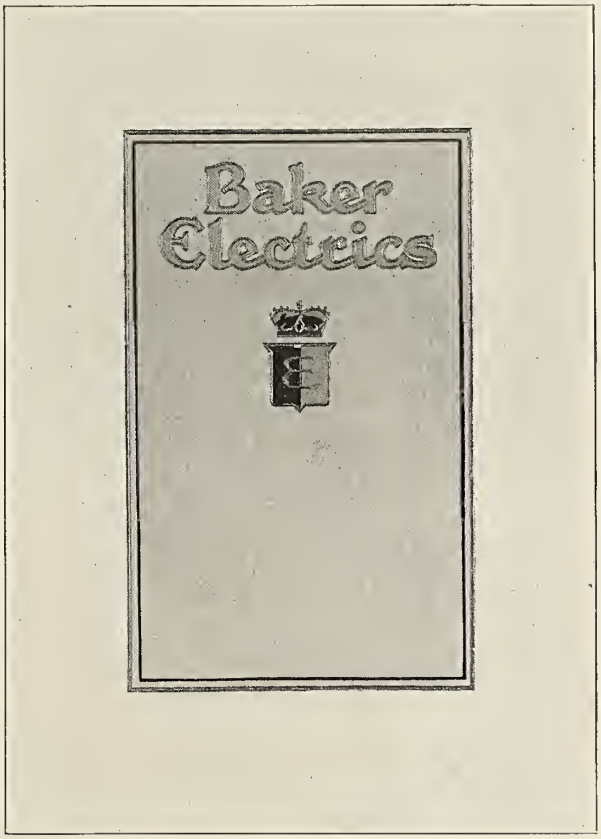
Woodruff Bank Note Company, Lincoln, Nebraska.— The booklet is well gotten up and nicely printed, although personally we would prefer a trifle more strength in the colors used on the cover.

Neatness in typographic treatment and a pleasing use of color characterize the specimens received from Wm. B. Schmitt, of the Business Printing Company, Louisville, Kentucky. We show herewith a reproduction of one of the letter-heads, the original of which is in brown and green on brown stock.

The Kimball Press, Evanston, Illinois, occasionally issues a leaflet, entitled "Between Forms," telling of the high quality of its printing and usually showing one or two specimens, tipped on. The work throughout is of the characteristic Kimball quality, and should prove effective advertising.

Hibbard, Spencer, Bartlett & Co., Chicago, Illinois.— Your full-page magazine advertisements are very cleverly gotten up, both the conception and the mechanical execution being highly commendable.

Simplicity in design, depending for effectiveness in color treatment, characterizes the new catalogue of The Baker Motor Vehicle Company, Cleveland, Ohio. The cover, a reproduction of which we show herewith, is printed in black, gray and gold, on gray stock, and handsomely embossed.



A simple, yet effective, catalogue cover.

John W. Roper, Chicago, Illinois.— There is little opportunity for criticism in the specimens which you have sent. They are well handled in design and the color combinations are pleasing. A little letter-spacing in the line "Summerdale Congregational Church," at the bottom of the program, would have relieved the excessive white between words. We like very much your treatment of the Ranney envelope.

Gatchel & Manning, Philadelphia, Pennsylvania, have recently sent out an attractive photographic reproduction showing the delegates and visitors to the National Typothetæ convention, at Washington.

R. C. Williamson, Des Moines, Iowa.— We would suggest that the relatively unimportant matter on the bill-head for the Citizens' Electric Com-

JOHN F SCHUNICHT WILLIAM B. SCHMITT

BUSINESS PRINTING CO. INC. LOUISVILLE, KY.

Business Printing Company

INCORPORATED

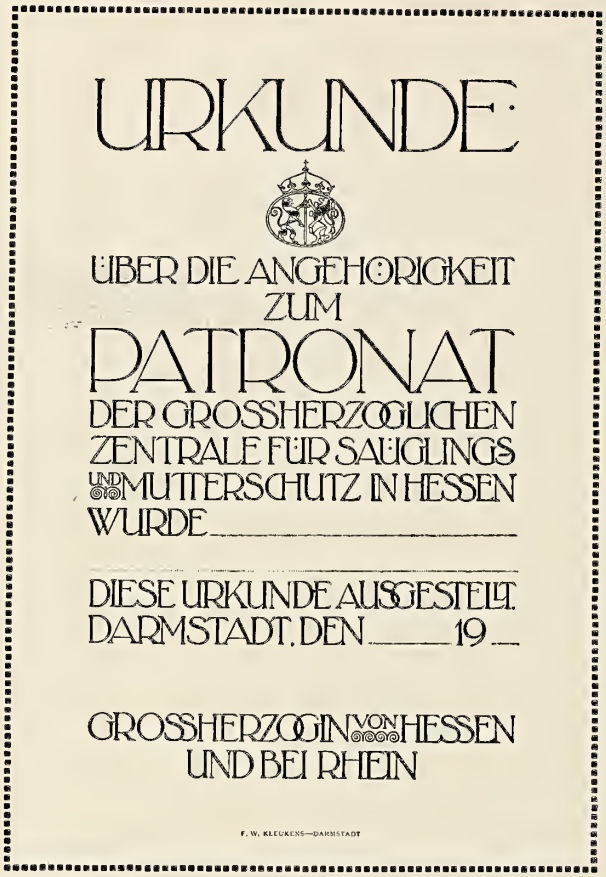
OFFICE STATIONERY SPECIALISTS

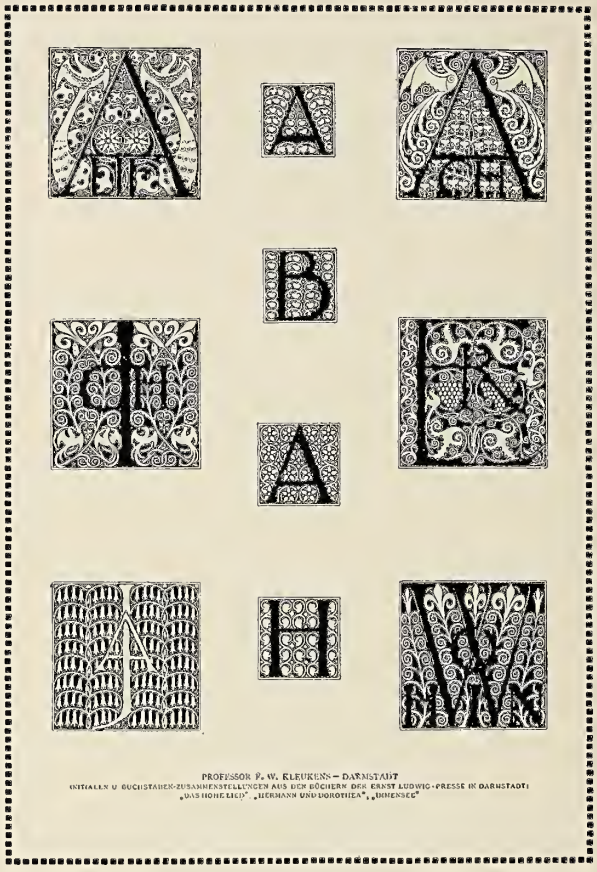
BUSINESS PRINTING CO. INC. LOUISVILLE, KY.

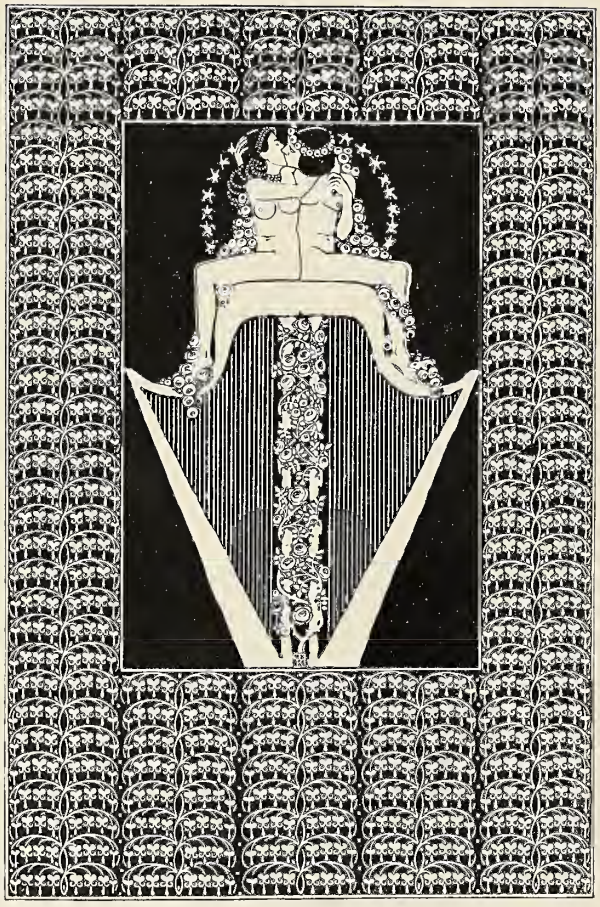
HOME TELEPHONE 3355 218 WEST MAIN STREET

Dated at Louisville, [ ]

A pleasing letter-head arrangement.









ARTISTIC GERMAN LETTERING AND DECORATION.

The illustrations shown herewith, reproduced from the August issue of *Deutsche Kunst und Dekoration*, published at Darmstadt, Germany, give an excellent idea of the richness of design and beauty of lettering of some of the German work of to-day. They are all the work of Prof. F. W. Kleukens, of Darmstadt, and were designed to embellish private editions printed by the Ernst Ludwig Press, under his own direction. The page of lettering was printed in black and red-brown, as was also the program heading, while the initials and decoration for the title-page were in black and gold. The title-page design was used in an edition of "Das Hohe Lied," while the initials decorated editions of "Das Hohe Lied," "Hermann und Dorothea" and "Immensee."

pany, and particularly the group in the lower left-hand corner, be put in smaller type. The other specimens are excellent, both as to type arrangement and presswork.

From Wm. Knutzen, Chicago, Illinois, we have received a package of interesting advertisements, the most unusual feature about them being the original manner in which the decoration has been made to conform with the text. The reproductions which we show herewith will illustrate. The advertisement for the sea story is appropriately surrounded by a border giving a rope effect, with an anchor in the lower corner. The latter is made of arrow-heads, round corners and a piece of rule. The advertisement of the south pole story has been given quite an icy effect by the use of linotype border. The other advertisement is an excellent illustration of the use of a heavy rule border in harmony of tone with the type, and also shows the rule-border effect without joints at corners.



Clever advertisements by Wm. Knutzen, Chicago.

Robert R. Page, New York.— Your circular descriptive of the Page Fountain Divider is neatly gotten up and well printed. The use of one series of type throughout a job is a great aid to effective printing.

James Jackson, Meadville, Pennsylvania.— The program is nicely arranged, although we think a parallel border of plain rules would be preferable to the wide border you have used around the title-page.

Russell E. Whipple, Lehigh, Iowa.— The page advertisement is, in general, very good. We would suggest, however, that you letter-space the line "Reduction Sale" a little more evenly, so that the area of white space is the same between all letters. This will also reduce the space between the words. Where you use an initial letter in a wide measure you should avoid an extremely condensed letter such as appears in this advertisement. In fact, one should be careful to have the initial letter in all cases harmonize in shape with the group in which it appears.

Le Mars Printing Company, Mason City, Iowa.— We would suggest that you lead the reading-matter in your booklet, and, inasmuch as the type-face is rather large and open, allow a little more margin around the pages.

Embree Printing Company, Belton, Texas.— With the exception of the top line on the letter-head, and the underscoring of same, there is nothing to criticize. The wide spacing between words, shown in the first line, should be avoided, especially where the text letter is used. Where a line is underscored or divided from other lines by rules, care should be taken that the rules are of such weight or color that a tone harmony is preserved between them and the type. In this case one of the rules is so heavy that it overshadows the type line.

John R. Galyon, Chattanooga, Tennessee.— Your specimens are excellent typographically, and the color combinations are unusually pleasing. This is especially true of the bill-head and letter-head for the Morgan Printing Company.

R. W. Shepherd, Portsmouth, Virginia.— Both of the specimens submitted are excellent and show an appreciation of appropriate typography. Possibly parallel straight rules around the title-page would be preferable to the wave border.

From Mr. J. D. Rickman, superintendent of printing, Kansas State Agricultural College, we have received a package of printed matter containing descriptions of the college in general, and particularly of the course in printing. The latter is designed especially to furnish the instruction and



A page of excellent designs from L. L. Blue, with the Charles Francis Press, New York.

information necessary to the running of newspapers in the smaller centers, and is a four-year course. The specimens are all well printed and are very creditable indeed.

Emerson-Brantingham Company, Rockford, Illinois.— The furnace effect of color on the cover of your house organ is very attractive, and your method of securing the desired results is original. The booklet is well printed throughout.

The Jos. Betz Printing Company, East Liverpool, Ohio.— Your use of the geometric shapes as backgrounds for the letter-head and envelope results in the most pleasing effects that we have seen in this sort of work. The type arrangements are also very successful.

R. W. Miller, Decatur, Illinois.— We would prefer the letter-head in a shade and a tint of brown, as the combination now used is rather strong and flashy. The typographical arrangement is very satisfactory and we see no opportunity to suggest improvement.

Among the recent productions of the Stutes Printing Concern, Spokane, Washington, perhaps the most noticeable is a card for H. A. Sprague, dele-



An interesting card by the Stutes Printing Concern, Spokane.

gate to the International Typographical Union convention. The original was printed in black, green, and a buff tint, giving an unusually pleasing effect which the reproduction herewith but partly portrays.

The Cook Printing Company, Los Angeles, California, produces commercial typography second to none. Among a recent package of specimens are excellent effects in design and color, the former being simple and tasty, while the latter are thoroughly harmonious and pleasing.

Lyon & James, Ltd., Toronto, Canada.— The booklet entitled "Vacation Time" is an excellent idea, but the effect is rather spoiled by the strong tints used with the illustrations. With these tints considerably weaker, the result would be much better. The embossing on the cover is very effective.

"The Karat," one of the publications of The David Gibson Company, Cleveland, Ohio, and a recent copy of which has been received by this department, is an exceptionally neat and tasty booklet, depending for its typographical effects solely on rules and type, without other ornamentation.

From The J. W. Pratt Company, New York, we have received a handsome copy of "A Morning Prayer," by Robert Louis Stevenson, hand-lettered, and printed in black, red and gold on brown stock. The effect is very rich and illustrates the ability of The J. W. Pratt Company to produce high-class printed matter.

From L. L. Blue, with the Charles Francis Press, New York, we have received a group of specimens done with the excellence which characterizes the productions of this shop. The designs, which manifest strongly the individuality of Mr. Blue, are excellent in conception and execution. We reproduce herewith a group of them.

The *Reformatory Press*, Anamosa, Iowa.— The Fourth of July edition is a clever piece of work. The arrangement of the heading which would allow of the side panels being read without turning the sheet around would be an improvement. Rules a trifle heavier and closer together on either side of the date line would also help.

The Parkersburg *Sentinel*, Parkersburg, West Virginia.— The advertisement is well arranged, and we note with satisfaction your use of one series of type for the headings throughout. Two rules of equal weight, three or four point, would be preferable to the heavy and light rules underneath the firm name at the top of the page.

Ray B. Nicol, Milford, Iowa.— The card which was sent in to the business-card contest is well handled, and we have no real criticism to make on it. As a matter of personal taste, we would prefer to have all the names of officers at the top of the card rather than some at the top and some at the bottom. The other card, with its heavy condensed, heavy extended and light italic letters, is rather complicated, and the various type-faces do not harmonize, either in shape or tone.

Ernest E. Adams, with Rous & Mann, Ltd., Toronto, Canada.— The specimens which you have submitted are notable especially for their excellent combinations of colors. They possess this qualification in a degree seldom noted in regular commercial printing. On the title-page of the booklet for the Investment Trust Company, Ltd., the raising of the upper group three or four picas would be a decided improvement. Otherwise this booklet is particularly pleasing.

Paul Gustafson, Lindsborg, Kansas.— We would suggest that on the letter-head you omit the border at the top, put in its place the one following the firm name, and between the firm name and the line following have one or two rules in black. This would give less confusion of borders. Personally, we think that there are too many periods and colons used in decoration on the envelope. Those on either side of the word "printing" and before the word "telephone" could as well be omitted.

The Mansfield Printing Company, Boston, Massachusetts.— As between the two blotters, we find very little choice. One decoration bears as much relation to the text as the other — the swastika ornament symbolizing the good luck incident to successful printing, and the plant ornament suggesting the daily growth of the business. The swastika harmonizes with the border, while the other ornament harmonizes better with the graceful lines of both type-faces used. Hence it becomes purely a matter of personal choice — and we choose the plant decoration.

Edward Miller, Maysville, Kentucky.— We would suggest that you make a slight change in the arrangement of the two lines under the main line of the statement, placing the word "and" in the upper line. One should, whenever possible, avoid what might be termed a pyramid effect in type arrangements — that is, the shorter line on top. An inverted pyramid — the longest line at or near the top, gradually tapering toward the bottom — is much better. The card is good in arrangement, but the introduction of the second series of type does not help, even though it fills out the line.

J. E. Cave, Rosetown, Saskatchewan.— Your specimens are very neat and tasty, both in design and color, although we note in them one or two things which are not considered the best of form in typography. Wherever possible, it is desirable to keep the name of the city and State together, rather than separating them as you have done on, for instance, the card for Arthur La Marsh & Son. We would also suggest that you avoid lengthening lines by means of periods at the ends, as on the statement for Frank Barry. The practice of lengthening a line by means of a hyphen, with wide space on either side, between words, should be indulged in only when absolutely necessary, if ever at all. The cover-page of the financial statement, together with a number of the letter-heads, are very pleasing.



A PRESSMAN'S HOME.
Residence of H. C. Pecue, pressman, *Daily Free Press*, Burlington, Vermont.

NEWSPAPER WORK

BY O. F. BYXBEE.

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate-cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects, to O. F. Byxbee, 4727 Malden street, Chicago. If criticism is desired, a specific request must be made by letter or postal card.

Newspaper Criticisms.

On account of the crowded condition of this department, newspaper and advertising criticisms will be deferred until next month.

Simple Rate-card Requested.

Rate-cards are still causing publishers trouble, and always will, until every newspaper in the country adopts the flat rate — but that era is still a few generations in the future. In the meantime, the most practical sliding scale is sought. F. M. Gill, of the *Wyoming Industrial Journal*, Shoshoni, Wyoming, writes as follows:

Mr. O. F. Byxbee, Chicago, Illinois:

DEAR SIR,— I have written to you on one or two previous occasions with reference to the *Wyoming Industrial Journal*, which we purchased and moved here from Laramie, Wyoming, last year. I wrote you in reference to an advertising-rate card, and I enclose one herewith which I prepared

ADVERTISING RATE CARD

WYOMING INDUSTRIAL JOURNAL

Published at Shoshoni, Wyoming by Washakie Publishing Co.

Space	1 Mo.	2 Mos	3 Mos	4 Mos	5 Mos	6 Mos	1 Year
1 inch	$1.00	$1.90	$2.80	$3.60	$4.50	$5.40	$10.20
2 inches	1.90	3.60	5.30	7.05	8.75	10.45	19.65
3 "	2.80	5.30	7.85	10.35	12.85	15.40	29 00
4 "	3.60	6.85	10.10	13.30	16.55	19.80	39.25
5 "	4.50	8.55	12.60	16.15	20.20	24.25	46.55
6 "	5.40	10.25	15.10	20.00	24.85	29.70	55.90
8 "	7.20	13.70	20.15	26.85	33.30	39.80	74.50
10 "	9.00	16.65	24.30	31.90	39.60	47.25	88.20
13 "	11.70	21.15	30.60	40.05	49.50	58.95	112.50

OPEN-SPACE CONTRACTS

50 inches and less than 100 inches	$0 80
100 inches and less than 250 inches	.67½
250 inches and less than 500 inches	.55
500 inches and less than 1,000 inches	.45
1,000 inches and over	37½

Size of page—Four 13-em columns thirteen inches long.

RATE-CARD OF THE " WYOMING INDUSTRIAL JOURNAL."

from your sliding-scale sample. I do not like this, however, as it is rather difficult to handle on contracts and sending out monthly statements. We now have a circulation of 3,700 on the *Journal*, practically all in Wyoming and all among a class of people who are usually considered the purchasing class. I would like to have your suggestion for a simple rate-card, one that would be fair to us and to the advertiser.

Very truly yours, F. M. GILL.

Your card is graded with considerable accuracy, although not strictly in accord with the schedules published in THE INLAND PRINTER. There should be no trouble, however, in billing monthly. The only case where a question might arise would be where extra space was used, and this should be charged at a pro rata price per inch. The card might be made more simple in this respect by reducing the prices to the inch basis all through. The first column would then read: $1, .95, .93⅓, .90, .90, .90, .90, .90, .90. But, better still, why not abolish this part of the card entirely, and use only the " Open-space Contracts." You would then be in a position to charge each month pro rata for all space used, allowing the advertiser a rebate if before the close of the year he found that he had used a sufficient number of inches to entitle him to a lower rate per inch.

Largest Ad. in Southern Hemisphere.

A. I. Langan, advertising manager of the Sydney (N. S. W.) *Daily Telegraph*, sends a copy of his paper containing an eight-page ad. of David Jones, Limited, a large department store. Mr. Langan states that this is the largest ad. ever placed in any newspaper in the southern hemi-



FIRST PAGE OF AN EIGHT-PAGE AD. IN SYDNEY (N. S. W.) " DAILY TELEGRAPH."

sphere, and as the *Telegraph* has eight fifteen-em columns to the page, it certainly makes considerable of a contract. The first of the eight pages is reproduced. This same advertiser used eight pages in a previous issue, from which he secured seventeen thousand cash orders. According to the *Telegraph's* rate-card this cost the advertiser about £480, or $2,300, which is equal to 13½ cents an order. This rate-card is worth reading carefully, as it contains many terms and stipulations that are novel to the publishers of the United States. On the first page is the inscription, " Delivered with the dawn to 80,000 middle-class homes," and selected portions of the "Advertising Scale " follow:

This scale is based on the following prices:

Ordinary setting	6s.	per inch,	single column.
Limited display	7s.	"	" "
Special display	12s.	"	" "
Special column (same page as leading article)	12s.	"	" "

Paragraph Advertisements.— " Ordinary run of paper," set in nonpareil type, 1s. per line; if set in minion type, 1s. 3d. per line; minimum space, two lines.

First After News.— 1s. 6d. per line; minimum space, six lines.

Cables Page.— 5s. per line; minimum space, four lines.

Paragraph advertisements are set with cross-heads in minion or nonpareil caps, with body in minion or nonpareil lower-case. They must be set like

news. No display is allowed, and no paragraph advertisement is inserted without "Advt." at end.

Amusement Advertisements.— 6s. net per single-column inch; 14s. net per double-column inch; minimum space for double column, 2 inches.

Front Page or Back Page.— When space available, 7s. net per inch, single column.

Advertisement Measurement.— 7 words = one line, nonpareil type; 12 lines = 1 inch; 24 inches = one column; width of single column, 2½ inches.

DISCOUNTS.

Are Allowed on Series or Term Contracts (Which Must Be Completed Within One Year),
According to the Gross Amount of Order, as Under:

Gross Amount of Order.	Discount.	Gross Amount of Order.	Discount.
	Per cent.		Per cent.
From £ 15 to £ 50..	5	From £300 to £400..	15
From 51 to 99..	7½	From 401 to 500..	17¼
From 100 to 199..	10	From 501 to 650..	20
From 200 to 299..	12½	From 651 and over...	25

For discounts on big advertisements, see special scale on page 4.

Preferred Positions.— Twenty per cent extra is charged on net amount of order for top of column. Minimum space for top of column, 8 inches single column, or 4 inches double column. Advertisements simply ordered for alongside "News," without any other condition attached, are charged ten per cent extra on the net amount of order.

HOW TO CALCULATE COST OF ADVERTISEMENTS.

Find the gross monetary value of the order, then refer to the discount table, on page 2, and it will show you what allowance is deductable. *For instance,* an order for 1 inch ordinary setting daily for one year = 312 times @ 6s.= £93 12s., gives discount of seven and one-half per cent.

EXPLANATION OF VARIOUS DISPLAYS.

Ordinary Setting.— Ordinary advertisements, 1 inch and over, are set with head-line in brevier caps., and remainder in nonpareil caps. and lower-case.

Limited Display permits of one line of two-line condensed nonpareil type in each inch, single or double column, with remainder as in ordinary setting. Trade-mark blocks not exceeding 1 inch in width, depth, or any angle, in light outline, illustrating only one article, or articles sold in a bona-fide set or case, may be used in place of one line of two-line nonpareil type, but only one block is allowed in every 2 inches, single or double column. Minimum space, 2 inches single or 1 inch double column.

Special Display, under contract for not less than thirteen insertions in six months, permits any approved display, such as cuts, blocks, designs or ornamental types. Minimum space, 3 inches single column, or 3 inches across two columns. Special display setting is not allowed on front or back page, or in the special column. Specimens of special display may be seen in any Saturday's issue, usually on pages 22 and 23.

Special Column (Leader Page).— Ordinary setting only is allowed in single-column advertisements, and limited display, *without blocks,* is allowed in double-column announcements. Minimum space for double column, 1 inch, double column.

Special Notice.— Display advertisements and blocks of every kind must be strictly subject to the approval of the *Daily Telegraph* before insertion, and no "white on black" advertisements are accepted.

SPECIAL RATE FOR BIG ADVERTISEMENTS.

The composition and setting of these advertisements and the blocks used in same shall be subject to approval of the *Daily Telegraph.* Reasonable block illustration is allowed in quarter and half page announcements, but heavy black, sprawling, or excessive display will not be accepted. In whole pages the fullest display in reason is given. Minimum space allowed, one-quarter page.

Space.	Price.
Quarter page = 6 inches × 8 columns, 12 inches × 4 columns, 24 inches × 2 columns, or 16 inches × 3 columns.	With blocks, £18 per insertion. Type display only (no blocks), £14 8s. per insertion.
Half page = 12 inches × 8 columns, or 24 inches × 4 columns.	With blocks, £36 per insertion. Type display only (no blocks), £28 16s. per insertion.
Whole page = 24 inches × 7 or 8 columns, according to size of paper.	With blocks, £72 per insertion. Type display only (no blocks), £57 12s. per insertion.

Scale discount is allowed off big advertisement orders up to £299 per annum. On contracts £300 and over per annum a flat rate is charged of £12 10s. net each for type-set quarter pages and £15 net each for illustrated quarter pages; half and whole pages pro rata.

When regular advertisers are doing business with the *Daily Telegraph* to the value of £300 and over per annum, quarter-page advertisements may be used by them as required, at a flat rate of £12 10s. net for type-set, and £15 net for illustrated advertisements, per insertion.

RATES FOR SMALL CASUAL ADVERTISEMENTS.

2 lines (about 14 words)..1s. cash. 6 lines (about 42 words)..3s. cash.
4 lines (about 28 words)..2s. cash. 12 lines (about 84 words)..6s. cash.

These advertisements are properly classified under stated headings.

Births, marriages, deaths, etc., not exceeding six lines, 2s. cash per insertion; over six lines, ordinary rates. These advertisements must be properly certified to insure insertion.

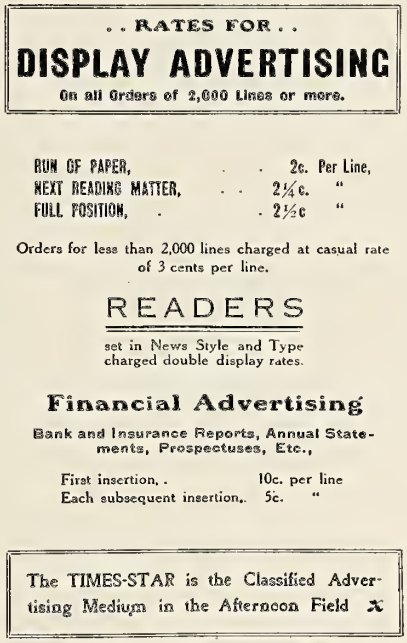
Deatb and in memoriam notices containing poetry or quotations charged 6d. per line (or part of a line) extra for such matter. Funeral notices, 2s. 6d. cash per insertion.

Deatb, in memoriam advertisements, containing reference to more than one deceased, are charged 2s. for each deceased person mentioned.

The restrictions on display type are very rigid — in fact, certain pages of the *Telegraph* resemble files of the New York *Herald* of forty and fifty years ago. Both "cuts" and "blocks" are mentioned in the "scale," but most of the references to blocks are what, in the United States, are termed cuts.

A Flat-rate Card.

The St. John (N. B.) *Telegraph* and *Times-Star* are using what is practically a flat rate. The card of the lat-



A FLAT RATE PAPER

A SIMPLE FLAT-RATE CARD.

ter is reproduced. This makes an arrangement which can be easily understood by any advertiser and should avoid misunderstandings.

Great Editor Passes Away.

At Johns Hopkins Hospital, Baltimore, Maryland, on August 7, Harvey W. Scott, editor of the Portland (Ore.) *Oregonian* succumbed to heart failure, after undergoing a serious operation. As an editor of the old school, whose editorials were considered among the most forceful written in this country, Mr. Scott had exerted a national influence on affairs governmental. He was respected for his fearlessness in writing down his opinions without regard as to who might be affected by them, and his editorial

work bore the stamp of responsibility, for the reason that Mr. Scott not only penned the "leaders" on the *Oregonian*, but was also the owner of the paper. While many friends disagreed with the Portland editor on public questions, few will be found who questioned his sincerity and rugged honesty.

Mobile to Have New Daily.

The first number of a new afternoon newspaper was expected to be issued at Mobile, Alabama, about the first of the present month. Local men, well known in the newspaper field, are said to be at the head of the enterprise, and ample capital has been secured to finance it. The plant for printing the paper will be modern throughout, and the press service of the Enterprise Newspaper Association is said to have been obtained.

Result of Ad.-Contest No. 29.

THE INLAND PRINTER'S twenty-ninth ad.-setting contest was a very interesting one, as the ad. was unusually large and gave the compositors an opportunity to display their talent. Owing to the large amount of work involved the number of entries was reduced to nineteen, but the nineteen specimens make an instructive study. Every contestant sent in his vote on the best ads., which is the first complete vote we have had. In compiling the result, as in previous contests, three points were accorded each ad. selected for first place, two points for second, and one point for third. The compositors were not allowed to designate their own ads. for any of the places of honor. The names and addresses of the contestants, together with the numbers of their specimens, and their selections for first, second and third places, are given herewith:

Specimen Nos.			First Choice.	Second Choice.	Third Choice.
1		E. Nyman, Foley, Minn.	5	6	19
2		Frank D. Starr, Watsonville, Cal.	9	6	5
3		Guy H. Perrin, Kansas City, Mo.	19	5	18
4		Eric Petersen, Fort Wayne, Ind.	2	6	19
5	6	Vance R. Noe, Estherville, Iowa.	2	14	19
7		George M. Stoops, Waynesboro, Pa.	6	9	1
8		E. Vaughn Smith, Cardington, Ohio.	9	19	6
9		R. J. McClymont, Edmonton, Alberta, Canada.	19	2	7
10	13	Warren S. Dressler, Camden, N. J.	14	2	4
11		Edgar A. Ashton, Baltimore, Md.	6	3	2
12		George O. Adams, Braddock, Pa.	6	19	3
14		R. M. Coffelt, Junction City, Kan.	2	6	19
15		Edward Ernest Bailey, Centre Hall, Pa.	6	19	18
16		Fred W. Yarroll, New Britain, Conn.	2	4	18
17		Augustine Reilly, Hoosick Falls, N. Y.	19	6	14
18		C. E. Majers, Topeka, Kan.	2	6	19
19		Ory E. Cluster, Centro, Cal.	6	14	2

A recapitulation of the selections follows:

Specimen Nos.			Points.
1	6	Vance R. Noe, Estherville, Iowa.	28
2	2	Frank D. Starr, Watsonville, Cal.	21
3	19	Ory E. Cluster, El Centro, Cal.	20

Eight points — No. 14.
Seven points — No. 9.
Six points — No. 5.
Three points — Nos. 3, 4, 18.
One point — Nos. 1, 7.

The three winning ads. are closely bunched, with 28, 21 and 20 points respectively, the next specimen in the list receiving only eight points. After a study of the specimens all will agree that the best ad. won. A little more contrast would have been afforded if the word "Great" had not been displayed, but the contrast is good as it is. The separate panels, with strong headings and prices, are good features. No. 2 has strong headings, but has included too much in these lines and has not brought out the prices. No. 19, on the other hand, has displayed the prices, but did not have room for proper headings. It is interesting to note that two of the winning ads. come from California, and that the East did not secure a place in the list. Photographs of the leading contestants are shown herewith, and brief biographical sketches follow:



VANCE R. NOE,
First place.



FRANK D. STARR,
Second place.



ORY E. CLUSTER,
Third place.

Vance R. Noe was born in Tazewell County, Illinois, in 1875, and moved to Nebraska when about seven years of age. He learned his trade in the offices of the Fremont *Herald* and *Tribune*, and worked in several States before locating in Estherville, Iowa, about eight years ago, where he has been foreman of the *Enterprise* practically all the time since that paper was started. Mr. Noe is married and has two children.

Frank D. Starr was born in Mystic, Connecticut, in 1886, and learned his trade on the *Day* and *Morning Telegraph*, New London, Connecticut. Since then he has worked on the Pasadena (Cal.) *Star* and Fresno (Cal.)

Herald, and for the past two years has been employed on the Watsonville (Cal.) *Register,* owned by the same people as the Pasadena *Star.* Here he is employed as an all-around man — ad.-man, job compositor, make-up and machine operator.

Ory E. Cluster was born in Pike County, Missouri, in 1873. He learned his trade in the office of the Journal Printing Company, in Kirksville, Missouri, where he was employed for several years. In 1902 he located in St. Louis, where he held a responsible position for twelve years. In 1906 he moved to Los Angeles, California, where he located a plant of his own. Mr. Cluster is now employed as foreman of the *Imperial Valley Press,* at El Centro, California.

BUT A FEW MORE DAYS LEFT IN WHICH TO AVAIL YOURSELF OF THE BARGAINS OFFERED DURING THIS

Great Cash-Raising Sale

Those who fail to attend do themselves a gross injustice, for such economy chances are few and far between and never come again.

Silks and Dress Goods
All Must Go

75c waist silks, on sale, yard	50c
85c plain Messaline silks, yard	68c
$1.00 black taffeta silk, 36 inches wide, yard	89c
$1.25 guaranteed 36 inch black taffeta, yard	98c
60c wool dress goods on sale, yard	35c
50-inch black Mohair, 65c value, yard	48c
$1.00 all wool striped serge suiting, yard	75c
$1.00 striped voile dress goods, yard	50c

Closing Out Domestics

7½c fast color calicoes, yard	5c
12½c red border huck towels	9c
20 pieces apron gingham, yard	5c
10c good percales, yard	8⅓c
15c bleached Turkish bath towels	11c
$1.00 large white bed spreads	89c
45c welded bed sheets, 72x90 inches	30c
40c heavy bleached damask yard	20c

Final Clean-Up Sale of All Tailor Made Wash Suits, $4.95

Your choice of any wash suit in the store. They are all made in the new long coat effects, nicely trimmed, white, light blue and pink. They are generally sold up to $10.00. Come early for first choice for $4.95

Cash Raising Prices on
Men's Furnishings

Men's 50c President suspenders, on sale	39c
50c quality, good leather belt, now	38c
50c and 75c men' summer underwear	43c
75c men's golf shirts, now	53c
50c and 75c good, strong working shirts	43c
$1.00 fine, black sateen shirts	69c
75c and 50c strong work gloves	45c
$1.00 and $1.50 fine golf shirts	90c

Men's and Boys' Clothing
Under Wholesale Prices

Boys' long pant suits, worth $8.50, on sale	$5.00
Men's $12.50 suits, on sale	$8.75
Men's suits, odd lines, one and two sets of a kind, values up to $20.00, on sale	$9.85
Boys' long pant suits, $12.50 to $15.00 values, on sale	$9.50
Boys' knee pants, $4.50 values, on sale	$3.15
Our famous $15.00 suits, on sale	$11.35
Men's fine dress suits, $20.00 and $25.00 values, on sale	$14.60

¶ Don't overlook the many shoe bargains in our shoe department. ¶ Men's, women's and children's tan shoes at cost and less than cost prices. ¶ Every pair of shoes in the store at a reduction. ¶ Entire stock of silk and linen parasols at one-half price.

D. ALEXANDER & SONS

No. 6.— First place.

The Man—The Field.

Since the first announcement in our May number of THE INLAND PRINTER'S intention to endeavor to get together the *man* with the necessary talent and ability but with small capital, and the *field* where these qualifications could be used to best advantage, great interest has been shown and there has been much favorable comment, one man going so far as to say that it was the most commendable enterprise ever undertaken by a trade journal. The volume of correspondence is constantly growing, and hardly a day passes but one or more letters are received, asking for the addresses of men and fields described in previous issues. This month, however, no new fields have been presented and only one additional man has come forward to state his qualifications and desires:

"The Man — The Field" department of the last two issues of THE INLAND PRINTER noted with interest. I am the man, provided the right opportunity presents itself. Have been in the newspaper business eight years, working from devil up to full charge of country weeklies. At present working at mechanical and outside work on good salary. I expect to some day own a paper, the sooner the better, I believe, as I have entire confidence in my ability to conduct a newspaper, and want to get where the harder I work the more I make. Financially, I have at this time hardly enough to get into a good paper. I would like to take the management of a paper, investing a few hundred dollars — not over $500 — and having the opportunity to purchase the remainder later on. Or would lease a paper on favorable terms, providing I could secure purchase option. I prefer the lease proposition at this time, as with my limited means I could handle it better. I can furnish excellent references, both as to ability and good character. Am twenty-six years old, married. Have no bad habits. If there is a newspaper owner who wants to lease or sell working interest to a man like me I would not object to hearing from him. Could not consider a salary, because I have a satisfactory salary and agreeable work at present.

Those knowing of promising fields where existing papers could be purchased for a nominal price, or towns where local enterprises would extend assistance to the proper man who would start a paper, should send the particulars to THE INLAND PRINTER, addressed as indicated at the head of this department. Young men with ability and ambition, and being in a position to invest at least a limited amount of money, should also send the details of their experience and desires for publication. No names or addresses will be printed in either case, but interested parties will be placed in communication through correspondence. This must not be considered as an employment bureau, but simply a means of bringing together the man with small capital and the field where it can be invested to the best advantage. There are many worthy young men who have been frugal enough to save a few hundred dol-

But a Few Days More Left

IN WHICH TO AVAIL YOURSELF OF THE BARGAINS OFFERED DURING THIS GREAT

CASH-RAISING SALE

Those who fail to attend do themselves a gross injustice, for such economy chances are few and far between and never come again.

Final Clean-up Sale of All Tailor Wash Suits, $4.95

Your choice of any wash suit in the store. They are all made in the new long-coat effect, nicely trimmed, White, Light Blue and Pink. They are generally sold up to $10. Come early for first choice at $4.95

Silks and Dress Goods All Must Go

75c Waist Silks, on Sale	50c yard
85c Plain Messaline Silks	68c yard
$1.00 Taffeta Silk, 36 inches wide	89c yard
$1.25 Guaranteed 36-inch Black Taffeta	98c yard
60c Wool Dress Goods, on Sale	35c yard
50-inch Black Mohair, 65c value	48c yard
$1.00 All-wool Striped Serge Suiting	75c yard
$1.00 Striped Voile Dress Goods	50c yard

Clearing Out Domestics

7 1-2c Fast-color Calicoes	5c yard
12 1-2c Red Border Huck Towels	9c
15c Bleached Turkish Bath Towels	11c
$1.00 Large White Bedspreads	89c
45c Welded Bed Sheets, 72x90 inches	30c
10c Good Percales	8 1-3c yard
20 pieces Apron Ginghams	5c yard
40c Heavy Bleached Damask	20c yard

ENTIRE STOCK OF SILK AND LINEN PARASOLS AT --- ONE-HALF PRICE

Cash-Raising Prices on Men's Furnishings

Men's 50c President Suspenders, on Sale	39c
50c Quality Good Leather Belt	now 38c
50c and 75c Men's Summer Underwear	42c
75c Men's Golf Shirts	now 53c
50c and 75c Good, Strong Working Shirts	43c
$1.00 Fine Black Sateen Shirts	69c
75c and 50c Strong Work Gloves	45c
$1.00 and $1.50 Fine Golf Shirts	90c

Men's and Boys' Clothing Under Wholesale Prices

Men's $12.50 Suits, on Sale	$8.75
Men's Suits, odd lines, one and two suits of a kind, values up to $20, on Sale	$9.85
Our Famous $15 Suits, on Sale	$11.35
Men's Fine Dress Suits, $20 and $25 values, on Sale	$14.60
Boys' Long Pant Suits, worth $8.50, on Sale	$5.00
Boys' Long Pant Suits, $12.50 to $15 values, on Sale	$9.50
Boys' Knee Pant Suits, $4.50 value, on Sale	$3.15

Don't Overlook the Many Shoe Bargains in Our
Shoe Department

Men's, Women's and Children's Tan Shoes at cost and less than cost price. Every pair of shoes in the store at a reduction.

D. Alexander & Sons

No. 2.— Second place.

lars, perhaps a few thousand, who deserve to learn of openings, which certainly exist, but of which they have no means of knowing. Thus far the effort to bring these two elements together has been most successful.

Well-known German Publisher Drowned.

While on a vacation trip with his family, Walter R. Michaelis, publisher of the Chicago *Staats-Zeitung*, was drowned in Oquaga Lake, near Deposit, New York, early last month, while attempting to save the life of his eight-year-old daughter, who had fallen overboard. Mr. Michaelis



No. 19.— Third place.

held his little girl above water until the arrival of help, but his strength failed him just as he handed the child over to the rescuers, and he went down. The body was not found until several hours later.

In 1908 Mr. Michaelis succeeded his father, the late Richard C. Michaelis, as publisher of the *Staats-Zeitung* and *Freie Press*. He was not only a beloved newspaper man, but a prominent and popular member of many German societies, and the news of his death was received with widespread grief.

A Mix-up in Arizona.

The official organ of the newly formed labor party of Arizona, called the *Voice of the People*, is having troubles of its own. A six months' contract had been made with the Citizen Printing & Publishing Company, of Tucson, to print the paper, but it is alleged, because of scurrilous and defamatory matter contained in a recent issue, the publishing company has canceled its contract. Members of the labor party, however, charge that James T. Williams, Jr., who is president of the Citizen Company, is a Taft henchman, a close friend of Postmaster-General Hitchcock and closely allied with Judge Campbell, of the district court, who was assailed in the *Voice of the People* for a decision legalizing the sale of liquor. A recent issue of the paper was suppressed by the Postoffice Department and F. H. Blightson, its editor, according to report, was assaulted by a gang of men in the *Citizen* office, and, after his rescue by friends, a demand was made for the arrest of a linotype operator and a machinist. The chief of police refused to arrest the men. Later the assaulted editor was arrested and released under $1,000 bonds. When his case was called for trial, the entire force of union machinists working in the Southern Pacific shops marched in a body to the courtroom in their overalls, and when the judge declared the editor not guilty, he was carried upon the shoulders of his comrades from the court building.

Dean of Battle Creek Journalism.

Charles E. Barnes, the dean of Battle Creek journalism, has a most interesting article in a recent issue of the Battle Creek (Mich.) *Sunday Journal*, describing the history of newspaperdom in that city since 1865, forty-five years ago, when Mr. Barnes entered the office of the *Journal* as an apprentice. The first type set by Mr. Barnes was an item concerning a robbery at Marshall, Michigan, and the paper containing this article he still preserves.

News Notes.

THE Eldred (Pa.) *Eagle* is for sale.

THE Parthenon (Ark.) *Gleaner* is reported suspended.

THE Emaus (Pa.) *Herald* has discontinued publication.

AT Astoria, Ill., the *Argus* and *Searchlight* have been consolidated.

SUSPENSION of publication by the Marietta (Pa.) *Register* is reported.

A NEW weekly, to be called the *Reporter*, will be started at Paulsboro, Pa.

COALDALE, PA., is to have a new weekly. It will be published by D. C. Gildea.

THE Chickasaw *Banner*, of Waynewood, Okla., has moved to Pauls Valley, Okla.

THE Mansfield (Ohio) *News* has been giving free band concerts at the local parks.

A STOCK company is being formed at Magnolia, Ark., to publish an agricultural paper.

THE Dryden (Ont.) *Observer* has been consolidated with the *Star*, at Wabigoon, Ont.

REPUBLICANS are considering the matter of starting a weekly newspaper at Sheffield, Ala.

THE publishers of the Elm Grove (W. Va.) *Journal* are talking of printing the paper daily.

ROY V. SOMERVILLE, a New Yorker, has been appointed advertising manager of London *Punch*.

AT Lawton, Okla., the *Daily Constitution-Democrat* plant was badly damaged by fire recently.

GREAT FALLS has been chosen by the Montana State Press Association as next year's meeting-place.

CONSOLIDATION of two Kentucky papers, the Covington *Comment* and the Campbell *Citizen*, is reported.

A NEW plant will be installed by the Plant City (Fla.) *Courier*. Wayne Thomas is editor and proprietor.

A NEW morning newspaper will be established at Portland, Ore. It will be known as the *Daily Democrat*.

A NEWLY organized company, with E. S. Blanton as president, has taken over the Newport News (Va.) *Press*.

A SEVEN-COLUMN, eight-page daily newspaper will be started at Tuscaloosa, Ala. It will be called the *News*.

IT is reported that a local company has been formed to establish and conduct a weekly paper at Mingo, Ohio.

THE Montana State Printers' League was organized at a convention of newspaper men, held recently at Bozeman.

E. J. GALLAGHER has succeeded Michael Meehan as editor of the Concord (N. H.) *Patriot*. Leo Sexton is the new publisher.

THE Peoria (Ill.) *Journal* has moved into its new home, which is one of the handsomest newspaper buildings in the country.

CLARENCE HELLER, publisher of the Continental (Ohio) *Northwestern*, has sold the plant to W. S. Thompson, of Oberlin, Ohio.

CHARLES SCOTT is the publisher of the consolidated *Republican* and *Herald*, at Marshall, Ill. The paper will be known as the *Herald*.

JOHN A. BERRY, Oberlin, Ohio, representing a company, will publish an independent newspaper at Elyria, beginning about September 1.

A $50,000 DAMAGE suit has been brought against the Masonic Chronicler Publishing Company, which is owned by Jason R. Lewis, who is editor-in-chief of the *Masonic Chronicler*. The action is for libel, and is brought by

a member of the order who was recently arrested on the charge of obtaining money through a confidence game.

T. A. McNeal, editor of the *Farmers' Mail and Breeze*, an Arthur Capper publication, is a candidate for Congress in the First Kansas District.

The Louisiana paper, the Webster *Signal* and the Minden *Press*, have consolidated, and are being published at Minden, as the *Signal-Democrat*.

F. A. Moore, of Winston-Salem, former editor of the *Journal*, of that city, has purchased the controlling stock of the Durham (N. C.) *Daily Sun*.

On August 1 the Colorado Springs (Colo.) *Evening Telegraph* was consolidated with the *Evening Herald* of the same city, under the title of the *Herald-Telegraph*.

Because of having made an active campaign against gambling, J. E. Blank, editor of the Madison (Ill.) *Republic*, was badly beaten by two thugs in his office recently.

A new paper, to be called the *News-Leader*, will be published at Greer, S. C. The first issue will appear about September 15. M. L. Rhodes will be the general manager.

The Courier Publishing Company, which has been issuing a Sunday paper at West Chester, Pa., recently went into the hands of the sheriff and its plant was sold at auction.

A $10,000 prize has been offered by the Boston *Globe* for the winner of the twenty-five-mile aviation race, to be held in conjunction with the Harvard-Boston celebration this month.

For the purpose of establishing Socialist papers in a number of Ohio cities, the Findlay Call Publishing Company, Findlay, Ohio, has been incorporated, with a capital of $50,000.

C. C. Pershing, a well-known Sioux City (Iowa) printer, gave a banquet recently to all of the daily newspaper printers in the city. The occasion was Mr. Pershing's departure for the Pacific coast.

A new weekly newspaper was scheduled to make its appearance at Monticello, Ga., some time during the latter part of August. The proprietors and editors are Nevin Talleson, Eugene Baynes and Hollis Pope.

At Rhinelander, Wis., the Rhinelander Publishing Company has been organized and will take over the *Vindicator*, with E. E. Payne as manager and editor. The paper is now issued twice a week, but the purpose of the new company is to make it a daily.

A suit for damages against the Dayton (Ohio) *Herald*, aggregating $200,000, brought by members of the Gilman family, as a result of certain stories published in connection with the murder of Dona Gilman several years ago, has been dismissed, settlement having recently been effected.

V. A. Polachek, publisher of the recently started *Commercial Times*, at Chicago, has purchased the membership of the old Chicago *Chronicle* in the Associated Press, but it is stated that the franchise is not valid, although Mr. Polachek says he expects to obtain Associated Press service.

Rev. H. C. Morrison, at the recent Desplaines (Ill.) camp-meeting, made a vicious verbal attack on Editor Lyman Abbott, of the *Outlook*, stating that "if another period of financial depression should come upon us and the six million toilers should get hungry, they will vent their vengeance first upon such men as Abbott, who have destroyed their faith in God and the Bible." It is said these utterances provoked marked discord.

New Publications.

Merrill, Wis.— *News*.
Sullivan, Mo.— *News*. T. E. Dotter.
Nehawka, Neb.— *News*. John I. Long.
Bowling Green, Ky.— *Liberty*. W. O. Bundy.
Townsend, Mont.— Broadwater County *Option*.
Sterling, Neb.— *Weekly Citizen*. T. W. Lally.
Big Lake, Minn.— *The Wave*. Samuel L. Rauk.
Shelbourne Falls, Mass.— Shelbourne Falls *Press*.
New Martinsville, W. Va.— *Tribune*. C. O. Shaub.
Charleston, W. Va — *Weekly Courier*. George Byrne.
Sumrall, Miss.— *Eagle*. W. G. Brown, of Lumberton.
Parkersburg, W. Va.— *Tribune*. Mayor W. B. Pedigo.
Houston, Tex.— Chickasaw County *Times*. E. T. Winston.
Frederick, Md.— *Press* (daily). Frederick Publishing Company.
Philadelphia, Pa.— *Forecast* (Socialist magazine). C. H. Goudiss.
Palmyra, Pa.— *The Citizen*. Report Publishing Company, of Lebanon.
Decherd, Tenn.— *Tribune*. Brazleton Printing Company, of Winchester.
Fort Wayne, Ind.— *Trade Mark News*. The Trade Mark Title Company.
Huntington, W. Va.— *The Pulse* (magazine). Russell McCarthy, editor.

Changes of Ownership.

Pueblo, Colo.— *Post*.
King City, Mo.— *Democrat*.
Polo, Ill.— *Visitor*. Sold to Stella Smith.
Tavistock, Ont.— *Gazette*. N. Dopp to F. H. Leslie.
Stayton, Ore.— *Mail*. W. L. Freres to C. B. Babcock.
Alden, Kan.— *Journal*. Percy Torrey to W. E. Davis.
Brandon, Tex.— *Observer*. W. L. Wray to J. D. Burrs.
Keyser, W. Va.— *Tribune*. W. S. Barger to C. L. Bane.
Silverton, Ore.— *Appeal*. H. E. Brown to H. E. Hodges.
Stanford, Ky.— *Journal*. E. C. Walton to S. M. Saufley.
Montour, Iowa.— *Courier*. L. H. Bufkin to Earl McNair.
Richmond, Mich.— *Review*. E. E. Brown to H. F. Harris.
Red Oak, Iowa.— *Sun*. Boll & Clark to Wm. Boll & Sons.
Aubrey, Tex.— *Herald*. J. M. Spencer to O. L. Hamilton.
Batesville, Miss.— Panola *Star* Sold to Mrs. E. M. Cage.
Tuckerton, N. J.— *Beacon*. B. H. Crosby to E. M. Mathis.
Blunt, S. D.— *Advocate*. H. O. Besancon to C. E. Besancon.
Helena, Ark.— *Daily News*. Sold to C. M. Young, of Pine Bluff.
Newville, Pa.— *Star and Enterprise*. Otto Block to J. W. Strohm.
Dunkirk, Ohio.— *Standard*. G. M. Kingsbury to Charles O. Fowler.
Towner, N. D.— *News and Stockman*. J. L. Killion to F. B. Haines.
Corpus Christi, Tex.— *Sun*. Mrs. Maude Gerhard to W. W. Gardner.
Sanderson, Tex.— *Times*. Sanderson Printing Company to Jesse McKee.
Pittsboro, Ind.— *Sun*. George Dewey to Samuel James, the former owner.
Okmulgee, Okla.— *Daily Herald*. J. S. Moore to company headed by Daniel McFarland.
Atlantic City, N. J.— *Daily Review*. John G. Shreve to the Seashore Publishing Company.
Delphi, Ind.— *Journal*. Charles B. Landis and Victor L. Richetts to Enoch E. and B. B. Mayhill, of Flora.
Merrill, Wis.— *News*. Sold to Edward Mahon and Edward Fitzgerald, former publishers of the Wausau (Wis.) *Record-Herald*.

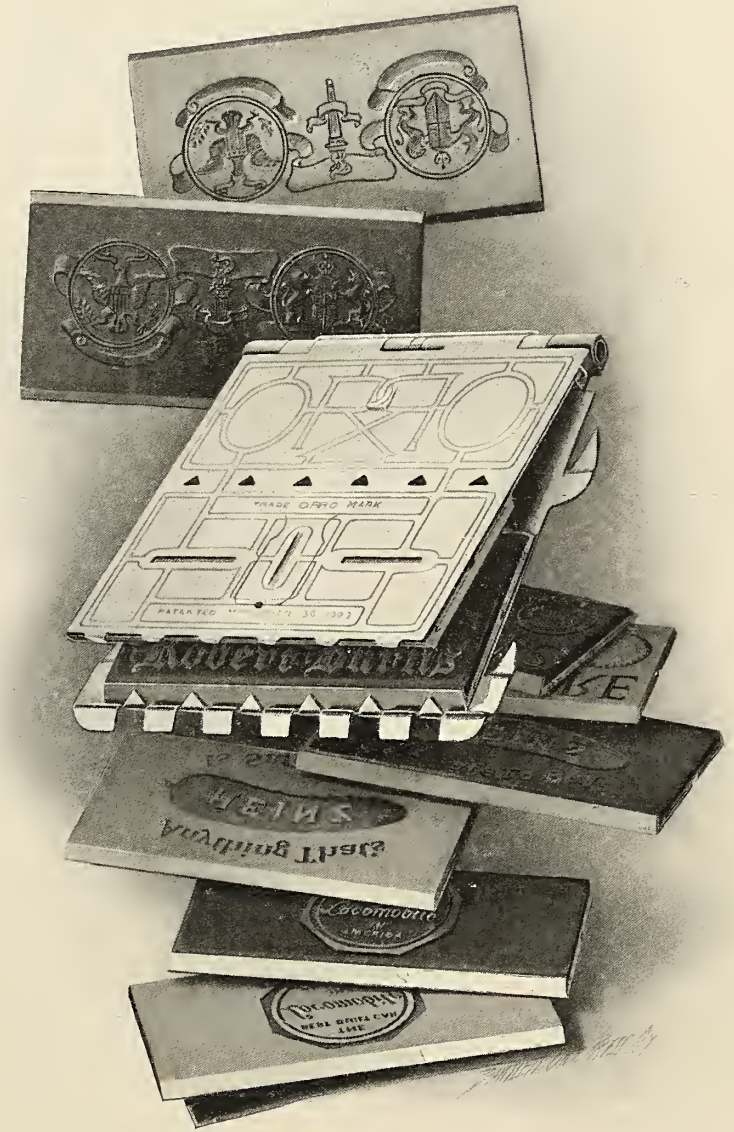
Deaths.

Hobart, Okla.— Clinton J. Worrall, state printer of Oklahoma.
Omaha, Neb.— S. S. Peters, veteran newspaper man and soldier.
London, Eng.— Linley Sambourne, since 1867 cartoonist for *Punch*.
Kokomo, Ind.— Daniel G. Wilkins, pioneer printer, who had lived in one house for almost forty years.
Minneapolis, Minn.— William F. Mirick, well-known newspaper printer. He lived in the Twin Cities about forty years.
Alton, Mo.— Thomas H. Perrin, senior member of the printing firm of Perrin & Smith, of St. Louis, a former newspaper publisher and veteran of the Civil War.
Portsmouth, N. H.— Benjamin A. Appleton, publisher of the Bethlehem (N. H.) *White Mountain Echo*, and for twenty years proprietor of the Newburyport (Mass.) *Herald*.
Indianapolis, Ind.— James Gogan, at one time editor and publisher of the Boone County *Pioneer*, and later a compositor on the Indianapolis *Journal* for more than thirty years.
Cleveland, Ohio.— George Lyman Ingersoll, from whose printing-office, at Hudson, Ohio, in the early part of the last century, were issued some of the first books printed in that State.
Maryville, Mo.— Thomas E. Wescott, old-time tourist compositor who had traveled from coast to coast. He was postmaster at Peoria, Ill., when Abraham Lincoln was president.
Brooklyn, N. Y.— Joel W. Taylor, an old-time printer and later one of the editors of the Binghamton *Republican*. Several years ago he conducted a music-printing establishment in New York city.
Chicago, Ill.— Oliver Hazard Perry, familiarly known as "Commodore." He was one of the oldest proofreaders in the city and among the first members of the Press Club and the local typographical union.
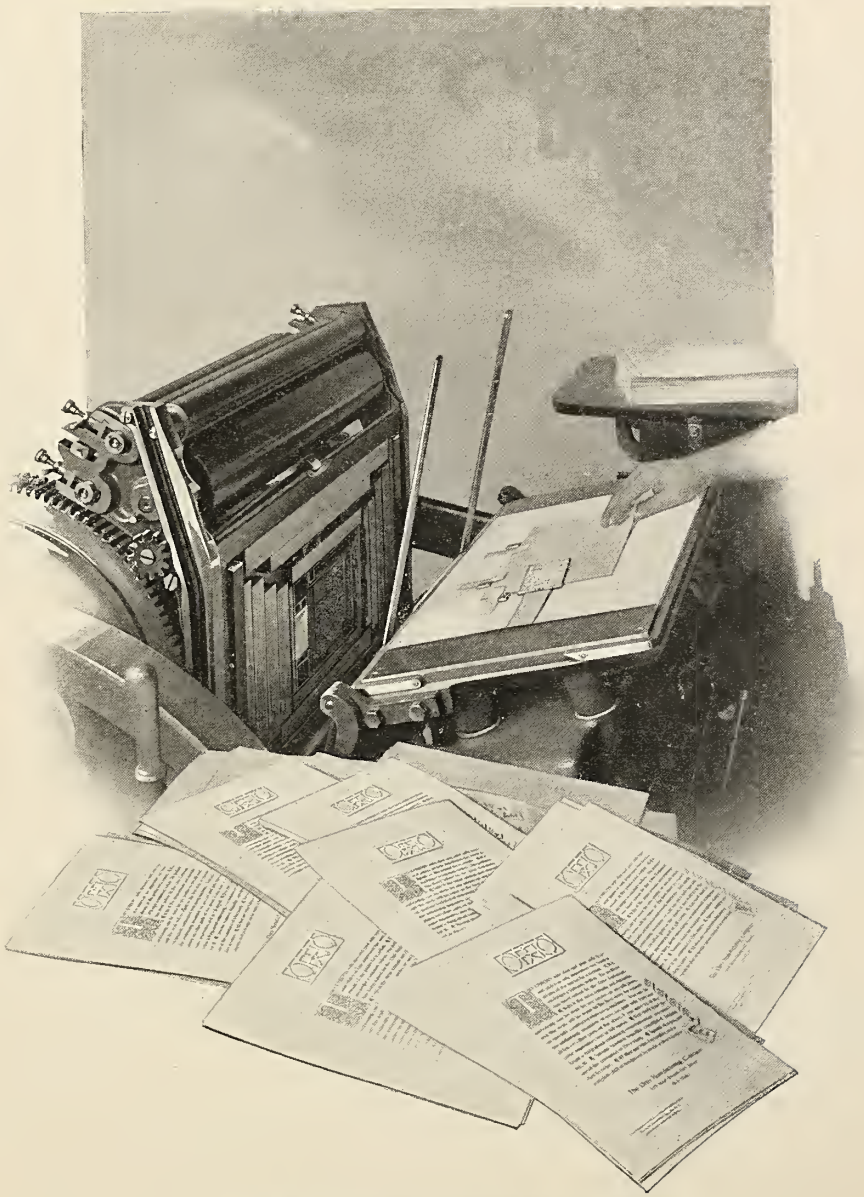


A PRESSMAN'S HOME.

Residence of John B. Turcot, foreman pressroom, Free Press Printing Company, Burlington, Vermont.



THE ORRO EMBOSSER AND SPECIMENS OF ORRO DIES.



THE ORRO EMBOSSER IN POSITION ON TYMPAN SHEET.

The paper is fed to the guides and it goes into the embosser.

JOHN PETTIBONE'S SON & COMPANY

LATE OF LONDON

INVITE YOUR INSPECTION OF THEIR LATEST IMPORTATIONS OF ENGLISH AND SCOTCH WOOLENS AT THEIR TAILOR SHOP, NUMBER ONE HUNDRED AND NINETY, FIFTH AVENUE

Embossed and Printed at one impression

THE WILLIAMS & ANDERSON COMPANY

HAVE TRANSFERRED THEIR OFFICES FROM BROADWAY AND TWENTY-SEVENTH STREET TO THE THIRTY-SEVENTH FLOOR OF THE METROPOLITAN TOWER, TWENTY-FOURTH STREET AND MADISON AVENUE, NEW YORK

Embossed at same impression with the Grey Printing

SPECIMENS OF EMBOSSING WITH AN ORRO EMBOSSER

These Orro Die designs are fully protected under the new Copyright Law, in effect July 1st, 1909

PRESSROOM



The assistance of pressmen is desired in the solution of the problems of the pressroom in an endeavor to reduce the various processes to an exact science.

New Embossing Device for Job Presses.

Much of the tedious detail hitherto involved in doing embossed work is likely to be removed by the use of a recently patented device, called the Orro Embosser, now being made by the Orro Manufacturing Company, 119 West Twenty-fifth street, New York. It can be attached to the tympan-sheet of an ordinary job press, and perfect embossing can be produced by it with remarkable facility. If desired, printing can be done at the same impression, as there is no interference by the rollers. The embossing may be done either plain or to register on top of colors or bronze.

The appliance consists essentially of a pair of hinged jaws, the female embossing die being placed in the upper jaw and the force in the lower. The jaws are fastened to the tympan as easily as pin-guides, and the stock to be embossed is fed between them so as to take the embossing where it is wanted. There is an iron block furnished with the outfit, which is placed in the type-form just as one would insert an electrotype, and when the impression is given, this block forces the jaws of the embosser together, and the embossing is done. This arrangement does not interfere in the slightest with the type-form, the iron block being no larger than the jaws carrying the dies, so that a printed and embossed job can be perfected at one impression. The dies being interchangeable, a complete change in the design can be made in a minute.

As the force is made directly from the die, it has got to fit. Both these parts slide into the Orro on tracks and are stopped in exactly the right place by springs which press into cross-slots in the back of the force and of the die, holding them there without the slightest variation. This absolute accuracy of register in the dies ensures a sharp, clean design, the specimens of the product submitted to THE INLAND PRINTER being very beautiful in this respect.

In operating the Orro, a previous knowledge of embossing is not essential, and with it any work can be done that a special embossing-press will do, within two inches of the edge of the stock. In some lines of work an embossed piece gives an appearance of elegance and refinement unapproached by any other method of decoration. There are hundreds of uses, such as covers for booklets and catalogues, circulars, stationery, calendars, photograph mounts, invitations, score-cards, society work, or for embellishing anything made of paper or card with an embossed crest, monogram or other design.

The makers have provided a book of stock dies for the convenience of the trade. The illustrations are the exact size of the dies, and each is numbered for handy reference. Special dies will be made on short notice at a moderate price, depending largely on the simplicity or intricacy of the design. The system of interchangeable dies is a feature which will interest every printer, particularly as the makers have established an exchange or "library" plan, whereby dies may be exchanged on payment of a small difference in price and other stock or special dies provided in their stead. The female dies are said to be indestructible, while the forces, or male dies, will last for more than one hundred thousand impressions, and are renewed at a cost of $1 each.

The illustrations on preceding page give a fair idea of the Orro Embosser and the way it is used. Detailed description with specimens of the work will be sent to employing printers and pressmen on written request.

Benzen—Benzin.

(740.) The apparent similarity of these names leads to some confusion regarding their properties. The pressman is quite familiar with the latter, for benzin is the most commonly used solvent in the pressroom, being derived from petroleum. Benzen is obtained from coal tar and is used, indirectly, in the preparation of many of the colored substances and developers used in color photography.

School for Pressmen.

(739.) "I am a pressman, having but a limited experience in colorwork, and am ambitious to learn all the tricks in presswork. I would like to know of a school for pressmen." *Answer.*— There is soon to be started a school for the instruction of pressmen, under the auspices of the International Printing Pressmen's Union. All the preliminaries have not been arranged, hence the delay in announcing the opening of school. Particulars will be given in these columns later.

"Imposition" for Pressmen.

(733.) "Is a pressman working in a shop using patent bases required to make up his own forms? What book on imposition will be of help to a pressman?" *Answer.*— Pressmen do lay out pages and should know the lays of various kinds. "Imposition," by F. J. Trezise, is an excellent book for this purpose, having all the forms of imposition for the various folding machines, and being concise and of pocket size should be in the possession of every pressman having such work as our correspondent refers to. The price is $1, postpaid, to be had from The Inland Printer Company.

Hot Embossing.

(736.) "Have you a book on embossing that will give directions for hot embossing? What kind of composition is used for this class of work, and where can it be procured? I have a composition, but I must make it ready the night before I use it so as to give it time to set." *Answer.*—"Practical Guide to Embossing and Die Stamping" treats the subject of embossing fully; published by The Inland Printer Company; price $1.50, postpaid. A special grade of embossing compound is used for hot embossing that will withstand all the heat required in this work and will give sharp relief; it does not require preparation over night. Paul Schwenke, Detroit, Michigan, makes a specialty of this compound.

Books on Inkmaking.

(738.) One of the largest manufacturing concerns of typewriter letter duplicators sends the following query: "Will thank you for the names of the best works on printing and lithographic inks." *Answer.*— To become familiar with a subject one should read books written by different authors, as the subject-matter may be treated from a different viewpoint and gives the student a broader grasp of the subject, hence we suggest the following books, all of which are well written and illustrated: "Manufacture

of Ink," by Sigmund Lehner; price, $2.10; "Oil Colors and Printing Inks," by L. E. Andes; price, $2.60; "Modern Printing Inks," by Alfred Seymour; price, $2. For sale by The Inland Printer Company, and sent postpaid for price stated.

Numbering Machines on a Press.

(735.) Submits a loose-leaf order-blank, having a space in lower right corner for an automatic numbering machine, which is operated by the pressure given the "No." part. The query concerns its use on a cylinder press and is as follows: "Would like to know how to use this machine on a cylinder press so that it will not punch through the stock. It works all right on a platen machine." *Answer.*— On the platen press the characters "No." impinge on a flat surface, the pressure being given direct, while on a cylinder the pressure is first received on the edge which causes it to punch in a trifle before it is fully depressed. The punching of the edge and the consequent rough printing of the characters can be minimized by cutting out a small piece of the top sheet and one or two sheets beneath it and pasting thereon a thin piece of celluloid which will be slightly less in thickness than the pieces removed; the celluloid offers greater resistance than the top sheet and does not punch through so readily.

Violet Ink for Goldenrod Stock.

(737.) Horace Carr, Cleveland, Ohio, offers the following suggestions relative to queries 716 and 720, in THE INLAND PRINTER of August: "If No. 716 will sponge his hard rollers, after washing clean with benzin, and when they have dried enough to become tacky, will cover the face liberally with glycerin, repeating this last operation for several days, it will freshen the rollers somewhat; but, as you say, new roller is the only permanent remedy. If No. 720, when printing goldenrod stock, will use a good strong purple or violet ink and mix in some very heavy cover white, one-third white to two-thirds purple, it will help matters a great deal. If the color is not deep enough after printing with this, run a second impression with more purple and less of the white."

Ink Spoiled by Reducing.

(742.) Submits a pamphlet cover, printed in red ink on black antique cover-stock. The printing is weak and mottled in the solid lines and rules, and shows the ink to be squashed out to the edges, indicating too strong impression with a weak-bodied ink. The ink also exhibits a glossy appearance, contrasting strongly with this matte surface, which suggests that a gloss red had been used. The printer who is inexperienced in this class of work desires to know how to remedy his trouble. *Answer.*— The type and rule for work of this kind will print best if a heavy-faced selection is made. As the form contains some light ornaments and also one and two point rule, this part should be changed to four-point and the light ornaments eliminated, as they will fill up when a stiff ink is used. The heavy-faced type will print properly with the ink unmodified except by the addition of a small quantity of turpentine. This will cut the gloss, and if less impression is carried, while the press runs slower, the covering capacity of the ink will be increased. As glossy inks do not look well on antique, unless they are given the highest finish, it will be well to allow the ink to dry out flat. This is brought about with turpentine mixed into the ink. Double rolling will give a more uniform covering than by carrying a great quantity of ink.

Automatic Numberers.

(741.) Submits a sheet of manila, 8 by 12 inches, on which five blanks are to be printed. The blanks are to be numbered as printed and are to run up to twelve thousand.



BUILDING FOR THE BUREAU OF ENGRAVING AND PRINTING, WASHINGTON, D. C.
James Knox Taylor, Supervising Architect.

The query runs as follows: "We have two automatic numberers to go on a platen press and we desire to print the enclosed sheet and have five consecutive numbers to the sheet, the numbers running up to twelve thousand. To number by hand will be expensive. How can we do this work to avoid hand-numbering?" *Answer.*—As you have but two numberers, you should procure three more; all should be of the type that can be arranged to skip five numbers. Lock them in the proper place and arrange the numbers so as to start the top blank as number one, and the others in consecutive order; the sheets as printed should be turned face down by the feeder as they are withdrawn.

Offset Press for Bag-printing.

(743.) A Parisian printer and manufacturer of paper bags sends the following questions: "1. Why are not aluminum plates used in offset printing? 2. What are the best machines for making the square, block-bottom bags from sheets? We wish the addresses of manufacturers. 3. Is there any special bag-paper manufacturer in the United States? 4. We presume the offset press to be the best to print the sheets to be turned into bags; we would be pleased to learn the names of offset-press makers in the United States. We wish to state that we find so much useful and interesting matter in your journal, that, despite of our incomplete knowledge of your language, we read every line from the first to the last, and we anxiously await the day the steamer brings your well-made paper to us." *Answer.*— 1. Aluminum, as well as zinc, is used on offset

presses. As zinc is much the cheaper of the two metals, and as it meets all the requirements for this machine, it is not likely that aluminum will displace zinc for some time. 2. Address the Continental Paper Bag Company, New York, for information concerning machines and special paper for bagmaking. 4. The following are makers of offset presses, to whom inquiries may be addressed: Fuchs & Lang Manufacturing Company, 29 Warren street, New York city; Hall Printing Press Company, Dunellen, N. J.; Harris Automatic Press Company, Chicago, Ill.; R. Hoe & Co., 504 Grand street, New York city; A. H. Kellogg Company, New York city; Potter Printing Press Company, Plainfield, N. J.; Walter Scott & Co., Plainfield, N. J.

Smut-sheeting Machine.

The Gilbert Slip-sheeting Machine Company, of Chicago, has been assigned a patent by the inventor on a machine for slip-sheeting which can be attached to cylinder presses. The inventor of this machine is James E. Gilbert, well known to the printing trades as joint controller of Gilbert-Harris metallic overlay.

The machine is devised to give a sufficient interval between the printing and stacking of sheets, so as to allow the ink to form a film; in other words, to allow the vehicle of the ink to form a protecting skin which will prevent offset by contact of the sheet that follows.

The machine differs radically from any other device designed for the same purpose and has been tested under the most exacting conditions, so that the projectors appear satisfied that the work can be done perfectly and wholly automatic.

The present method of slip-sheeting involves the use of manila, news or other grade of rough paper, and the placing, by hand, of these sheets successively between the printed sheets on the fly-table by girls or other help. These sheets are again removed after sufficient lapse of time is given the ink to form a protecting layer. By the new method the sheets are carried to the smut-sheeting machine by tapes from the press and are delivered printed side up on to an endless cloth. The sheet is supported by this cloth and makes a number of changes of position vertically until it is finally laid, softly and without friction or side vibration, on a truck below. During its transmission through the machine it is lying on the cloth, face up, and at no time has its printed surface contact with cloth or sheet, thus insuring an opportunity for the ink to take on a film without smutting. By the ingenious arrangement whereby the cloth is worked in folds by rods and bars moving horizontally, two hundred sheets are in the machine at one time. The first sheet is discharged into the truck at the bottom just at the time the last one is received on the cloth at the top of the machine, and in the same order as printed. The time of passage through the machine can be readily computed. It is, however, sufficient to allow any of the ordinary inks to take a film. The machine is directly connected to the press and can be made in such a way that it can be detached and moved to another machine and operated successively on several machines, as the width of the folds permits the use of the widest stock.

The inventor's claim of "an automatic machine by which successive portions of smut-sheet material are placed between the successive sheets of lithographed or printed matter, as they are delivered from the press, this without the smut-sheet rubbing on the print-sheet," is substantially attained in this machine without restricting the output of the press.



TOLMAN JOB PRINT EMPLOYEES, BROCKTON, MASSACHUSETTS,
On their annual outing at Glen Echo Lake.

Badge Printing.

(734.) "Would like answers to the following questions relating to badge printing. 1. What kind of ribbon and ink is best suited for badges? 2. What should the charges be for such work as compared with commercial work, such as note-heads, etc.? 3. What methods are employed on long runs of printed badges?" *Answer.*— 1. Satin ribbon always prints and looks well, providing the proper type and color of inks are used. An ink carrying the maximum of pigment with the minimum of tackiness should be used. To cut a heavy-bodied ink use spirits of turpentine in small quantities. 2. The charges should be based on the time consumed in the work, together with the cost of material used and the time required to prepare it for use. 3. If the length of the badge permits, time can be saved by printing them double, for it is but a trifle more difficult to print a piece of ribbon ten inches long than half that size, and a light-faced rule may be used as a mark between the forms for cutting them. The feeder, with the aid of a boy to separate the ribbons on the feed-board, may print them at a rate up to eight hundred an hour by feeding them to a pica reglet pasted on a piece of glazed label stock. The grippers can be arranged so that a network of thread runs through the type lines so that the ribbons are readily detached from the type. An ingenious printer on a long run of two-inch satin ribbons, six inches long, removed his platen cam roller and locked the platen up, and prints the ribbons from the bolt which is attached

below the lower edge of the platen and held at a slight tension. The ribbon is drawn upward the required distance after each impression and allowed to fall in folds into a paper box, or is gathered carefully and laid aside, to be afterward cut to the mark printed lightly thereon. This plan is of little or no value for short runs.

A Make-ready from New Zealand.

(744.) On several occasions we have commented on the excellence of the presswork of Mr. J. V. Price, of the *Weekly Press*, Christchurch, New Zealand. At our request, he sent us a complete tympan of a form of letterpress and illustrations of the last Christmas issues of the *Weekly Press*. This tympan consists of three sheets of top-sheet manila .005 inch thick, one sheet of hard super book paper .004 inch thick, two sheets of super .003 inch thick. The sheets are arranged in the order named, the thinnest paper being next to the hard packing. There is a noticeable absence of the mark-out sheets, which characterize a tympan in an American pressroom. There is not a pencil-mark on the entire tympan. The make-ready consists substantially of a few patches of tissue .0018 inch thick, placed in position where the impression is visibly weak. There are a few cut-outs in the thin super, and a chamfering of page edges on the lowest sheet. Several spots on the draw-sheets were rubbed down to soften the pressure. The zinc overlays were pasted on the third manila and above it was attached the heavy sheet of super stock. The top sheet does not exhibit any considerable depression as a result of sixty thousand impressions. The heavy sheet of super, which was attached just above the zinc overlays, is developed into a reverse matrix of the overlay, by the continued pressure. These overlays show a thickness of .007 inch in the solids and .0051 inch in the high lights. There is no cut-out in the tympan to compensate for this addition. The printing of this form of the *Weekly Press* is one of extraordinary clearness in the half-tone cuts, the work in this respect being superior to our metropolitan magazines of similar size. In a letter to THE INLAND PRINTER, Mr. Price says: "In reference to the tympan which I sent you and your query as to whether those tympans represented the complete make-ready of the forms, I beg to say, yes, they formed the complete make-ready. There were no 'spot' sheets or other make-ready of any sort besides those sent. This makes me think that even at your end there are pressmen who put in unnecessary work in the make-ready, and I hope my fellow pressmen will pardon me for saying so, also for a few remarks on make-ready. Might I ask why those pressmen figured there were some spot sheets which were not included in the make-ready sent? All that was necessary was done on the numbers of sheets forming the make-ready. Then why have more; could they see any necessity for having more spot sheets? If I could have got better results, or saved time by having, say, one or two more sheets for make-ready, I certainly would have them. And this is where so many pressmen err. They have too many make-ready and spot sheets, and in many cases they don't get the amount of make-ready on each sheet that they should get, but waste the time putting on unnecessary tympan sheets, instead of doing all they can systematically on each sheet right from the 'jump.' I say also that a great many pressmen make or cause much of this unnecessary work in make-ready themselves, through not using their brains at the start of the job. For instance, in the underlaying and careful planing down of the forms *this is the foundation and most vital part* of the make-ready; but how many pressmen loosen their forms and make sure everything is



A PRINTER'S HOME.

Residence of E. V. Aten, journeyman printer, 502 Webster avenue, Houston, Texas.

down and solid before starting on the make-ready on cylinder (or tympan). How many men underlay a form, pull proof — yes, the cuts are all up level — 'right, oh,' lock-up forms on bed, proceed with make-ready, place overlays in position, almost complete the make-ready, when they wonder why a rule or some portion of the form is still too heavy or 'just as bad' as it was before it was cut out; then the form is examined, perhaps unlocked and carefully planed down, and then, when the next proof is pulled, they wonder what has occurred to bring about the change of appearance of the last impression. The result is a 'botched make-ready,' which gives poor results and causes much trouble in the working off of the job. Another time, just after the job is started, the form has to be unlocked on machines for some alteration — it happens the form gets planed down, with the same result — it is quite different to when the pressman finished his underlaying and, without unlocking and planing the whole of the form, proceeded with the make-ready. But, if he had used judgment when underlaying he would know that the type-matter near the blocks would be drawn up *ever so little*. Here is the time to loosen the forms and see that everything is solid — it pays to attend to this. If it so happens the form has to be unlocked later on, then you are in the same position with your make-ready when you see the form is again locked up after being carefully planed down. How many pressmen, when asked why they have been so long over a make-ready, tell you the form was in a very bad way, that they have been working on and patched up 'six or eight sheets,' and surely they have been busy the whole time and working hard, too. Yes, they have been working, but *all* this work wasn't wanted, and, if you look into each sheet forming the make-ready, you will find much of it could have been avoided. It takes a lot of hammering to convince them they could have done with less work, saved the time and expense of two, at least, of the tympan sheets and had a better and more reliable make-ready. Another matter I would like to refer to is interlaying and overlaying half-tones which are mounted on a wooden base. Many pressmen spend a lot of time in cutting and applying interlays. Well, we will perhaps allow that some mounts require an interlay to level them off; but often this interlay is applied when it is not wanted, and in due course the overlay is placed in position and job started, but the pressure from above gradually (sometimes very quickly) squeezes the *interlay* into the mount and, swelling the mount, causes trouble here, undoing the work of the interlay, and lessening the life of the plate. When this same thing is applied to iron or metal mounts it is even worse, and there can be only one result — unnecessary strain on machine and unnecessary wear on the plates. I have seen the life squashed out of many a good plate through too much make-ready and pressure caused by using both an interlay and an overlay on the same plate, when one — the overlay in preference — would have been quite sufficient, given better results, saved time and prolonged the life of the plate. Provided the mount and plate are even, there is no necessity for interlay or raising the solids — heavier tones from the lighter ones — a good overlay will do all that is necessary. As to the nature of the packing which forms the make-ready: herein lies the secret to good work. Many of the so-called manila or draw-sheets in use are too hard, brittle or lifeless, and coming so near the face of plate act like a thin piece of metal and cause unnecessary wear on the plate. I believe in hard packing for fine work, but hard packing does not mean 'lifeless packing' and a tin-like sheet coming in contact or so near the surface of the plates being printed. I think, if pressmen studied the top sheets more, they would get better results in the end. The relief in metallic overlays: This is, of course, governed by the class of paper used on the job, but I always prefer having a strong overlay, as it can be buried in an extra sheet if necessary. My method of make-ready is to test all mounts before the plates are mounted (if possible). I do no interlaying, as I consider it so much time wasted with wooden mounts, and, if a mount is faulty, right it. An interlay won't right it. My plan is a careful underlay of forms where necessary, hard and suitable packing up to manila on which the overlays are placed; then above the overlays the packing or make-ready sheets should be softer and more elastic, with the top sheet of the right material and drawn tight — I mean perfectly tight. In my opinion, there is no necessity for using thin brass cylinder sheets near the top sheet to get a sharp print. With our modern presses a sharp clean print can be got and kept without the use of any metal sheet being used so close to the printing surface. I would advise pressmen to leave this metal sheet alone, especially so when using metallic overlays, as, instead of getting the full benefit of the overlays, the tendency would be to drive the relief into the packing which is underneath the overlay sheet." However American pressmen may differ from Mr. Price in their methods of procedure, they will give him credit for the excellence of his work. The make-ready may be seen at THE INLAND PRINTER office.



A PRINTER'S OUTING.— "GRANDPA'S BIGGEST CATCH."
Photo by William B. Mohr, Lebanon, Pennsylvania.

THE COST OF LIVING.

A young lady who taught a class of small boys in the Sunday-school desired to impress on them the meaning of returning thanks before a meal. Turning to one of the class, whose father was a deacon in the church, she asked him:

"William, what is the first thing your father says when he sits down to the table?"

"He says, 'Go slow with the butter, kids; it's 40 cents a pound,'" replied the youngster.— *Ideal Power.*

PRESSMEN'S INTERNATIONAL CONVENTION.

BY JOHN CHARTERS.

PERHAPS never before in the history of printing-trade unions has there been a convention confronted with a series of more perplexing problems insistently demanding solution, than confronted the twenty-second annual convention of the International Printing Pressmen's and Assistants' Union, held at Columbus, Ohio, beginning June 20, 1910. Conflicting interests, graded by what were conceived to be legitimate grievances, struggled for expression during the longest drawn-out session in the history of the organization. The Rev. R. T. Lowe seemed to scent something of the impending strife of the following nine days when, in invoking the Divine blessing, he made reference to "the entangling complications of life." The severity of the weather added no little to the strain under which the delegates worked. And when Mr. Long, representing the chief executive of the State, entered his claim for a seat among printers' devils, on the ground that he had once done service as part of a Washington hand press in just such weather as was then prevailing, and averred that "a man had to be something of a devil in order to do the occasion justice," his humorous sally seemed not without point, under the circumstances, for the two conditions did present sympathetic analogy.

When, in another part of his speech, in reflecting upon the importance of the convention's work in the uplift, he said: "Your work is so broad and deep that, in order to appreciate its importance, one must pause and look into the very heart of modern civilization's results," the speaker sounded a note of common belief and understanding among his hearers. To the delegate who had attended the four preceding conventions of the International Union, the problems and difficulties which presented themselves at this one were those attendant upon readjustment to conditions that had arisen in the interim. This session took on the form and function of a clearing-house, through which the issues that had developed in the last three years must come for final settlement. It was beyond the bounds of reason to assume that an organization that had gone through three of the most trying years of its life could emerge without some form of aftermath. It is significant that the issues the pressmen's and assistants' union has met and solved in the last three years number among the most important that organized labor has been struggling with since the movement began. And it is indeed an excellent comment upon the standard of progress represented in its ranks that the institution has preserved a solid front in the face of these formidable problems, and stands prepared to look the future in the eye.

The mills of social economy are grinding exceedingly fast and fine these days. Abstract principles and precepts are being turned inside out and made to stand the test of an exacting scrutiny. Political and social institutions have been stood on their heads. The body politic is seeking room for greater expansion. The industrial organism is growing with the pains of new life. Accepted theories of correct procedure of to-day will be in the discard of to-morrow. It is a long call from the hand press to the sextuple, from the trade guild to the federal union, but they are the legitimate children of the industrial scheme. Invention edged the hand press out of a job; necessity shifted the burden of protecting the interests of the worker from the guild to the union. The industrial order of things has been revolutionized. There was a time when the worker owned the tools of production; since then, evolution has maneuvered him out of the position of owner into that of attendant; but he has come to know that the alternative of simply being an operator has its compensations, when backed up with a liberal education. The action of the pressmen's and assistants' convention in voting money to establish a technical school was done out of a consciousness of a growing condition that is making it imperative, as one delegate put it, that we educate our membership up to the demands of the trade or eventually lose in the race for the best positions. Whether the opinion expressed best represents the spirit that inspired the establishment of the institution could hardly be said, but we are at least safe in saying that it was a factor in determining the convention's attitude. That the kindred interests in the industry are alive to the desirability of technical education is best evidenced in the coöperation that the school commission met with in its canvass among the manufacturers for sufficient material to equip the proposed school. The commission reported that it was pledged $50,000 worth of presses and supplies to start the institution, when the plans are finally consummated. Of the many issues that have been raised in the industry in the last few years, there seems never to have been one on which all the conflicting factions have come together in such harmony and unanimity of action. It surely bespeaks a new era in the printing industry. The commission reported that when the school opens it proposes giving practical lessons in presswork at the cost to the student of the nominal fee of $30; the instructor to determine when the student is sufficiently well equipped to graduate. A correspondence course for nonresident students is to be inaugurated, which will make it possible for any one so desiring to keep informed on all the new features of the trade, and receive a practical education in first-class presswork.

The question which received the most attention at the convention and was closest to the heart of the administration and the majority of the members, came up over the report of the Officers' Reports Committee on the Tuberculosis Home, which a recent referendum had instructed the executive board to establish at Hale Springs, Tennessee. Perhaps nothing since the eight-hour issue was raised has developed such widespread interest among the membership. The appeal sent out by the commission in behalf of this project was received so heartily by the members and others interested that, at the time the convention opened, there were already several thousand dollars more in the international treasury than would be necessary to pay for the 519-acre tract of land and other properties purchased, and several thousand dollars more were turned over by delegates whose organizations had instructed them to pay just as soon as the plans were completed. Opinions may differ concerning the ultimate results the organization hopes to attain for its sick membership, but surely a project so humane deserves sincere and substantial support. In this day of trusts and trusting people and scramble for gain, the dog most likely to get kicked is the one least able to take care of himself. The game of industry knows no Marquis of Queensberry rules. It is only in our brutalities that we sport a "belt line." The fellow with the hectic flush, staving off the coroner with but a single lung, gets no more quarter than does the Standard oiled victim. The attempt of the pressmen's and assistants' union to furnish a place of refuge for those in our craft who have been hit by the most severe of all social diseases is surely worthy of the greatest good fortune.

Not the least important matter that came up at this convention was the old, standing apprenticeship question.

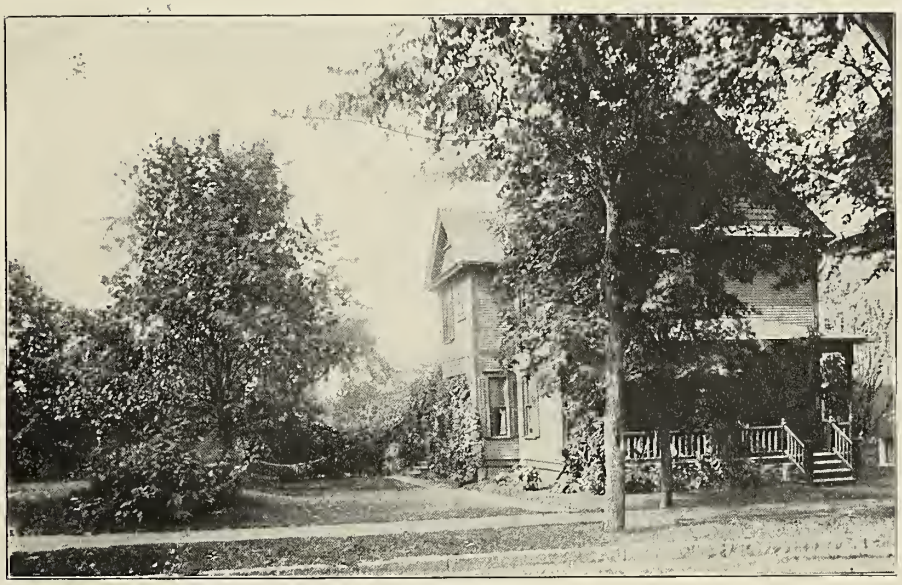
There is probably no other craft in all industry that is beset with such a perplexing problem. The preceding convention had instructed the president to appoint a commission to bring in a comprehensive mode of procedure to be acted on. The plan finally adopted may or may not prove to be the solution of this much-mooted question, but certainly its promoters could not be accused of lacking liberality. One of the advocates of the new law, after styling the prevailing apprenticeship system a legacy handed down from the feudal system, insisted upon a liberal plan being adopted and said, "I want to pull the feeder up, so he can give me a further boost upward." The provisions of the new law make it possible for a member who has served four years in a pressroom, under the jurisdiction of the International Union, and who qualifies as a pressman for a period of ninety days and receives the pressman's scale of wages for the jurisdiction he is working in, to be eligible for membership in the pressmen's union.

The rapid development of the industry has caused the ever-present jurisdiction problem to become a more sharply contested issue with each succeeding year. This convention saw the lines more sharply drawn, perhaps, than any preceding one; and, although there are still some points in dispute between the contending partisans, the action of this convention undoubtedly clarified the atmosphere to a degree that will render impossible the repetition of certain phases of the disagreements that have been a prolific source of trouble in the past. Although the pressmen's and assistants' union is one of the most perfectly organized, by virtue of its organic scheme, there is little likelihood that the immediate future will see the total elimination of the jurisdiction disputes. But we are satisfied that nothing of ill disposition will prevail, just so long as the issue continues to be fought out on the convention floor, instead of retiring to the street to do battle, thereby rendering its flank an easy mark for the pot-shot of the opposition.

The year just passed has been one of the most fruitful in the organization's history. The secretary reports a sum in the treasury, May 23, 1910, of $101,133.27, an amount considerably in excess of that held the preceding year; and an increase in membership of 1,328, which, when viewed in the light of the last three years' struggle to enforce the eight-hour day and the attendant hardships, due to the necessity of financing the movement, is an excellent indication of the standard of progress represented in the craft.

No phase of the union's activity shows better the advancement made than is indicated in the report of the committee on the *American Pressman*, which reported a total of $16,894.97 in receipts for the year and a balance on hand of $4,071.96 over expenditures, a surplus that will be used in the coming year to partly defray the cost of the technical school.

The Committee on Allied Trades Label submitted a most elaborate and comprehensive report on the development of the work in that department, and submitted a new plan for its prosecution in the future — a plan that had been adopted by the bookbinders, the photoengravers, the stereotypers and electrotypers, and which will come up before the next convention of the typographical union for acceptance or rejection. The new plan calls for some substantial changes in the method of work of the council, and provides for joint ownership of the label. Whether it will pass the typographical convention can only be conjectured at this time, but it is reasonable to assume that some new scheme will be adopted in the very near future.



A PRINTER'S HOME.
Residence of C. R. Kent, superintendent Free Press Printing Company, Burlington, Vermont.

The president and organizers report the installation of twenty-seven new charters and a general improvement in the wages and conditions of the membership in seventy-seven of the locals in the past year.

Among the speakers who addressed the convention during its session were President Francis, of the Printers' League, and A. N. Kellogg, of the Newspaper Publishers' Association; James M. Lynch, president of the Typographical Union; Robert Glockling, of the bookbinders; President Woll, of the photoengravers; President Friel, of the stereotypers; L. P. Straube, of the Allied Printing Trades Council of Chicago, and the Hon. G. S. Marshall, who delivered the address of welcome in behalf of the municipality.

Hale Springs was chosen for the next convention, and the board of directors was given power to move the headquarters to the same location, if that be found expedient.

THE INTERNATIONAL TYPOGRAPHICAL UNION CONVENTION.

TWO thousand men and women, in whose lives their well-beloved "I. T. U." plays a great part, assembled at Minneapolis from all sections of the continent to attend the fifty-sixth convention of the International Typographical Union. There was the young and serious-minded delegate — perhaps he came from Saskatchewan or maybe from Florida — who had some scheme that would make the organization invincible before another year had passed; there was the older warhorse, who smiled indulgently, and expressed the opinion that now the union had reached the fifty-thousand class its growth would take care of itself. Also there was the delegate who, with fire in his eye, declared he was going to get the scalp of this or that officer — usually the whole lot — because of some alleged injustice done or prejudice against his local union, and who lost his bravado and his case in the swirl of the convention. But the man most in evidence was the plain visitor who wanted to see the sights, and was not much concerned about the troubles that worried the neophytes and politicians.

For the nonce all became sightseers, as the union printers of Minneapolis and St. Paul did not permit their guests to miss any of the wondrous beauties of the region. The time-honored carriage-drive was not for the delegates and visitors to this convention. They rode in more modern vehicles, there being placed at their disposal for one day thirty-five automobiles of various shapes and makes, to say nothing of the occasional machine that put in an appearance to take a private party on short tours. On two days there were fifteen large trolley cars at the disposal of the guests, and which took them to lake summer resorts, where the amusements usually found at such places were free to the visitors.

The gathering was a heterogenous one. For the most part the men were young, and dressed in the comfortable and smart-appearing habiliments which fashion decrees for the summer season in this year of grace. There were, of course, masculines indifferently groomed, and here and there a positively seedy person, but these were offset by those who always "dressed" for the evening, and continually gave one the impression that a well-trained valet turned them out each day. As a local newspaper noticed, it was a well-groomed, prosperous-looking assemblage, when judged by the standards obtaining in hotel lobbies or business-men's restaurants, where the visitors for the most part dined. Individuals and groups gave little dinner parties during the week, for which the ladies produced from somewhere proper dinner costumes with which to grace flower-bedecked tables. To quote a society editor of a daily paper, who watched the throng in the West Hotel on the night of the ladies' reception, "These printer folk 'put up a good front' in a social way; they know how to carry themselves and are neatly and appropriately dressed for this sort of a function."



INTERNATIONAL TYPOGRAPHICAL UNION OFFICERS AND TRUSTEES.

All the time was not devoted to pleasure-seeking. There was some business — most of it done toward the end of the week, when the delegates were near exhaustion from the rapid pace set by the Entertainment Committee.

The convention opened on schedule time, with music by a band and prayer by Rev. M. M. Adams, a former printer. Representatives of the governor, the mayor and the Commercial Club welcomed the delegates and were assisted by Mayor Clayton, of St. Joseph, Missouri, who made it his business to be in Minneapolis at that particular time, in order to renew acquaintances made last year, when the convention was held in his bailiwick. His Honor, who is a paper manufacturer, is a prime favorite with the journeymen printers who attend conventions, and they acclaimed him a future governor of Missouri.

The officers' reports showed a total membership of more than 52,000 and $382,295.26 in the International

Union's strong box, while in the treasuries of local unions there was the tidy sum of $312,581.05. President Lynch told the membership that "With such a record of progress behind us, surely we can look forward with confidence to the future of our organization. Maintaining our policy of conservative action; dealing justly with those with whom we are associated in a business capacity; resorting to radicalism only when that is necessary in order to achieve a just end, we will continue to grow in strength, influence and power in the industrial world, and will gradually improve the conditions under which the individual member earns his livelihood."

CAMPAIGN MUDSLINGING.

During the last twelve years the officers of the union have been elected by referendum vote, and the campaigns have been noted for numerous charges against candidates, couched in the most virulent language within the reach of the writers or speakers. Charges of theft, favoritism and malfeasance have become quite fashionable in union printers' circles during election campaigns. President Lynch said that vituperation and abuse had gone to the limit where members of other unions stood aghast, and he believed that if something were not done to stop the flood of billingsgate the organization would suffer irreparable injury. The president did not indicate exactly what should be done, and there was some talk among the delegates in the lobbies about the necessity of adopting a gag-law. A few years ago such a regulation was on the statute-book of the International Union, but it does not seem to have operated to prevent the abuse to which President Lynch directed attention. The convention evidently thought that a denunciation of the practice would prove as useful as a law and contented itself with adopting these preambles and resolutions:

WHEREAS, Millions of dollars have been spent under the administration of President Lynch without suspicion of theft or graft; and

WHEREAS, It has become a practice during campaigns for the election of international officers to insinuate that those serving us are dishonest and unworthy our confidence in every way; and

WHEREAS, These insinuations and near-charges have never been brought forward in a legitimate manner after the election is over; and

WHEREAS, This practice exposes the thoughtlessness or insincerity of those making the unsupported charges, and injures the organization by parading the lack of character of some of its members; and

WHEREAS, This pernicious practice is a vicious violation of the spirit and letter of that clause of our obligation in which every member solemnly declares that he "will not wrong a member, or see him or her wronged"; therefore, be it

Resolved, That the International Typographical Union, in convention assembled, denounces the custom of maligning and slandering our officers that has made our election campaigns the marvel of other trade-unionists and a disgrace to our organization; and be it further

Resolved, That we congratulate the membership at large on its prescience in always ignoring the fulminations of those mistaken, misguided or vicious maligners and slanderers, and compliment the officers on the remarkable records attained by them in the discharge of their trusts.

OLD-AGE PENSIONS AND BURIAL BENEFIT.

A large number of propositions were presented intended to amend the old-age pension-fund law in various particulars — generally in the direction of increasing the benefits or the number of beneficiaries. The officers and the committees to which such matters were referred all took the position that it would be a very dangerous experiment to materially increase the outlay on this account. During the last fiscal year the receipts for the fund amounted to $228,014.72, to which should be added $5,000 for interest, and there was paid out $106,740 in pensions to 642 persons, at an expense of $2,473.65 for clerical work. As the income is based on one-half of one per cent of the earnings of members, this shows that the average wages of all members — employed and unemployed — was $953 a member during the year 1909-10. There was a balance in the fund on May 31 of $277,596.69, but President Lynch and other officers insisted that, as the demands against the fund would have a natural growth, this was simply a safe and satisfactory reserve, as once the outlay exceeded the income on account of pensions the surplus would melt rapidly. On the other hand, there was an insistent demand that the scope of the benefits be widened, and the convention made the law governing pensions a little more elastic. At pres-



"PROMINENT CITIZENS."

ent only those who are sixty years of age and have been members of the union twenty years and are unable to earn a livelihood at the printing business are entitled to pensions. Under the amended law, which goes into effect the first of next year, seventy-year-olds who have been in continuous good standing for ten years can be placed on the list, and any member having a continuous membership of twenty years, who is totally incapacitated by disease and whose application for admission to the union printers' home has been rejected owing to lack of accommodations, can also become a pensioner.

Last year what was known as the mortuary benefit met defeat by some nine hundred votes at a referendum election. The convention construed this decision to mean that the members were favorable to a larger burial benefit than that now in vogue, but were opposed to some features of the other law. As a consequence, the membership will have an opportunity to vote on a burial benefit which carries with it taxation of 25 cents a month. Under the proposed law the burial benefit will be graded as follows: For a membership of one year or less, $50; for a continuous membership of over one year and not more than two years, $100; for a continuous membership over two years and not more than three years, $150; for a continuous membership over three years and not more than five years, $200; for a continuous membership over five years, $250.

With the adoption of the foregoing the dues of the International Union will be $1 a month, apportioned to the several funds as follows: 35 cents for old-age pensions, 15 cents for the Union Printers' Home, 25 cents for the burial fund, 5 cents to the *Typographical Journal* and 25 cents for the general fund, from which is taken the money to defray strike benefits, organizing expenses, officers' and employees' salaries, office rent, trade education, and so on.



THE NEW YORK BUNCH AT LAKE MINNETONKA.

SQUABBLE OVER UNION LABEL.

The regulation and control of the union label is an ever-present bone of contention in cities where there are pressmen's and other allied trades unions and also at meetings of the international bodies of the trade. Periodically these differences and disputes reach an acute stage, and 1910 seems to be one of those periods. The property right in the label is owned by the International Typographical Union, and the high controlling body is known as the Joint Conference Board, composed of representatives of five international unions — the typographical, pressmen's, bookbinders', photoengravers', and electrotypers and stereotypers'. The voting power is so fixed that the International Typographical Union can dominate the board. The other trades protest against these things and want joint ownership in the label and a voting arrangement based on organization or craft rather than the number of members. The compositors maintain that, as they are more numerous than all the others combined, and as their money and energy have made the label valuable, they should have proportionate control over it. During the past year the attorneys of the respective unions drafted a rather lengthy scheme covering the points in dispute. This was said to be satisfactory to all the parties in interest, and the officials agreed to submit it to their respective organizations. The bookbinders' and pressmen's unions met in June, and when the proposition was submitted to them the compositors claimed it had been changed in such a way as to make a majority of the groups represented master of the situation. The officers of the typographical union regard this change as " unfair tactics " on the part of their opponents, and protested against it on the ground that on crucial questions it would make the majority organization a helpless minority. President Glockling, of the bookbinders, and President Berry, of the pressmen, referred to the change as an amendment, and asked the convention to endorse the proposition. It did not do so, however, but stood by the original terms, and at present the relations between the various trades seem to be as strained as ever.

Some statesmen outside the charmed circles of officialdom proposed an entirely new working basis for the allied trades, under which local unions would be subject to the majority of allied printing trades' councils, not only as

concerns the label, but in relation to scales, etc. The idea was supported by pressmen and stereotyper lobbyists, and was boomed under the alluring caption of "Closer Affiliation." This particular plan did not seem to meet with much favor with the delegates, though they all agreed that closer affiliation was desired. After much lobbying and argument, but with very little discussion on the floor, the following declaration was unanimously adopted:

WHEREAS, The International Typographical Union is prepared and willing to meet representatives of the other printing crafts' international unions, for the purpose of acting on the question of closer affiliation, provided the other international bodies express a desire for a conference to this end; and

WHEREAS, The International Typographical Union has always favored unity of purpose and action on the part of all employed in the printing crafts as the best and cheapest means of accomplishing our objects; it is, therefore,

Resolved, That to secure unity of purpose and action we recommend to the international bodies concerned the establishment of one international union in the printing trades, on a basis of organization that will preserve to the local unions of each branch of the business their local autonomy and individuality; and be it further

Resolved, That by reason of its age, experience, numerical strength and achievements, we believe the International Typographical Union is well fitted to establish and maintain under its jurisdiction that closer affiliation which will give to all the members of the printing crafts the advantages and benefits now enjoyed by the members of the International Typographical Union; and be it further

Resolved, That we instruct the officers of the International Typographical Union to communicate with the officers of our sister international unions and inform them that, if it is their desire to create closer affiliation relationship than that now existing, the International Typographical Union is ready to meet them and consider plans of reorganization on a basis of representation that will protect the rights of all concerned; and be it further

Resolved, That we believe the first step toward that closer affiliation which should exist in the ranks of the printing crafts will be taken when the law governing allied printing trades councils is amended in a manner to provide that representation in these bodies shall be on the basis of the total paid-up membership of the unions affiliated.

APPRENTICES AND TRADE EDUCATION.

The change in the mental attitude of progressive unionists toward apprentices was displayed at the convention. Of course, a changed condition plays an important part, but we do not hear plaints about what shall be done with boy labor, and apparently there is less desire to limit the number. While apprentices may never have been regarded in the light of enemies, they were recognized as menaces. There is a new note of sincerity in what is said and done about apprentices, and the efforts to help them along are intensely practical. President Lynch sees steady improvement in the status of apprentices, and said:

"The development of our laws applying to apprentices and the distribution of their duties has aided materially in turning out a better class of workmen, but we have not as yet given the apprenticeship problem the attention and thought that is needed to solve it correctly. We must instil into the minds of the membership the fact that the strength and stability and perpetuity of our International Union depend in large measure on the class of workmen that is to succeed the present membership, and that these workmen as a class must thoroughly understand all branches of their trade, both in theory and practice, and must be capable of doing any work that there is to do in a composing-room. Exploitation of the apprentices by the employer has practically ceased. Our unions are giving attention to the subject and are evincing more and more the determination to protect the apprentice and to see that he is taught the trade."



ADMIRAL COUGHLIN, K.C.B., AND THE ST. LOUIS DELEGATION.

President Lynch embodied in his report, as a specimen agreement dealing with apprentices, the one adopted by New York Typographical Union, No. 6, and the Printers' League of that city.

Speaking of the agitation for trade or technical schools that will teach boys the rudiments of a trade, Mr. Lynch said it was useless to discuss their methods, and declared "a situation has arisen that we must meet. All the indications tend to the establishment of the opinion that the technical school is here to stay and that graduates will be factors that must be taken into consideration by the modern trade union." He intimated that union shops should be open to these boys, and pleaded that the subject be met intelligently, asserting that whatever action may be taken must not be dictated or influenced by passion or prejudice.

Mr. Lynch inveighed against unionists sticking their heads in the sand and ignoring modern conditions, " for we must meet industrial development with trade-union development, and, if called on, we must make sacrifices for a time in order that the general good may be well conserved."

The report of the Committee on Supplemental Trade Education stated that more than 1,600 students had been enrolled and referred to the universal encomiums passed on the I. T. U. Course of Instruction in Printing. The convention displayed unusual enthusiasm when the work of the commission was mentioned on the floor, and unanimously adopted the report of the committee on this subject, which said:

" This work not only deserves but demands the keenest interest and heartiest coöperation of subordinate unions, and we feel that all members should familiarize themselves with the commission's aims and objects, what it is accomplishing and what it seeks to accomplish in the future. Its purposes are to meet certain requirements in the printer's lifework that never could be perfected but for the technical training which it affords through these channels."

The commission in its report stated that it was unable to develop a system of estimating as instructed by a previous convention, and suggested that the matter be left over until such time as employing printers had standardized a cost system, as costs must necessarily be the base of profitable estimating. The convention referred to the commission a proposition which contemplates a course of study in English, punctuation, etc., especially for machine operators. The commission will investigate the feasibility of such a course and report at the next convention.

AN OFFICE BUILDING AND PERMANENT CONVENTION CITY.

While meetings of the International Typographical Union are very largely social affairs, there is an element in the organization, with President Lynch as chief spokesman, which thinks that there should be fewer conventions, the social features be eliminated or greatly modified and delegates left to devote their attention to business, but it seems impossible to force that view on any convention. The delegates are impressed by the entertainment afforded them and influenced by cities which wish to secure the convention in future years, consequently the proposition to make Indianapolis the permanent convention city was negatived, on the ground that it was inexpedient " at this time."

Closely allied with this issue is one to acquire property in Indianapolis and make it a headquarters for the exclusive use of the International Typographical Union for office purposes. The International Union now pays $4,000 a year rent for its offices, and the executive council presented a plan whereby a building could be obtained by yearly payments of a trifle more than is now paid the landlord, the money to be borrowed from the old-age pension fund. The officers did not urge the delegates to adopt this plan, but it was rejected after a full discussion of the expediency of unions owning property.



MISSOURI RIVER PIRATES.

OFFICERS' WORK AND SALARIES.

The growth of the organization naturally directed attention to the work done by the officers. Such duties as attending arbitration board meetings and so on can not be well measured in time or money's worth, though there seemed to be a disposition at Minneapolis to give them more weight than has been done heretofore. The officers' reports disclosed that an immense and always increasing amount of mail matter is sent out of headquarters. During the fiscal year there were mailed from President Lynch's department 49,845 official communications, 18,472 circulars and 5,285 packages of printed matter, including organizing and health campaign pamphlets, etc. Secretary Hays' report showed even greater activity in this respect, there being a total of 134,770 pieces, classified as follows: Typewritten letters, 54,975; postal cards, 11,986; papers (exclusive of those mailed by printer), 12,330; organizing literature, packages, 8,266; supplies, packages, 9,096; miscellaneous (receipts, circulars, etc.), 37,144.

Their multifarious duties, the manner in which they

discharged them, and the high cost of living convinced the convention that the officials should have more money. The president and secretary now receive $2,000 a year and the membership will be asked at the next referendum election to increase the amount to $3,000.

WAGE-SCALE ZONES.

Last year's convention instructed the executive council to investigate wage-scale conditions and consider the advisability of establishing competitive scale zones, making the centers of these zones in cities where the best scales existed, and to provide for a graduated series of scales in all cities and towns within each competitive zone. The council looked into the matter, which, it said, presented a complex problem, and asked "What is a competitive zone, and where does competition begin and end? It is known to the members of the council that Milwaukee, Chicago and Kansas City compete with Seattle, Portland and Spokane, and it is also known to them that Denver competes with many cities in the East. Are we to direct that the high scales shall not be increased until the low scales are brought up to a competitive point more in keeping with conditions than at present?" Arguing along these lines the council reached the conclusion that it is not possible to establish competitive zones or to equalize wage-scales through any plan that may be evolved. This conclusion was concurred in by the convention.

THE HOME AND TYPOGRAPHICAL JOURNAL.

Once the subject of acrimonious debate at the yearly sessions, the Union Printers' Home now goes on in the even tenor of its way. Superintendent Deacon's reports show steady improvement and extension of the usefulness of the institution, while the delegates in the quietest manner possible put their O. K.'s to committee reports that approve and applaud all the doings of the superintendent and board of trustees.

The *Typographical Journal* was reported to be in a flourishing condition. The excess of receipts over expenditures amounted to $522.44. This publication is menaced by a rule of the Postoffice Department, which gives trade-union journals that secure subscribers in the manner the *Journal* does the option of rejecting advertising or being deprived of what the solons at Washington insist on calling "second-class privileges." Owing to some technicality in connection with the time or manner of entering, the *Typographical Journal* management hopes to sidestep this ruling, but for fear that it could not, the convention authorized the officers to draw on the general fund to cover any extra expense which might be imposed by the postal authorities.

PROMOTION OF HEALTH.

President Lynch expressed himself as being satisfied with the progress made for better sanitary conditions, though he said "more hearty coöperation on the part of individual members and among local officers would insure much greater progress. We can prolong the average life of our membership materially if we make working conditions all that they should be, and we are justified in insisting, and radically insisting, on reasonable comfort for our members in their daily employment."

Nevertheless, what has been done is gratifying, for Mr. Lynch says: "It has brought and is bringing good results. Many composing-rooms have been remodeled and better sanitary conditions established, while nearly every new composing-room is all that it can be made in a sanitary way. Many of the composing-rooms in the jurisdiction as compared with the composing-rooms of ten, fifteen or twenty years ago are as a parlor to a junk-shop." The convention evidently was impressed with Mr. Lynch's opinion about the lethargy of union members, because it was moved to adopt an addition to the general laws requiring presidents of local unions to appoint three members, whose duty it shall be to visit offices and make a report of their findings regarding sanitary conditions.

GETTING PUBLICITY.

For some years officers of the typographical union have been seeking to reach the public ear through the use of printers' ink. Having no money for the purpose, this of necessity had to be done in a quiet and halting way, and the text for most of the printed notices have been the Union Printers' Home, the old-age pension and the I. T. U. Course. President Lynch, in his report, stated that if trade unions understood the art of publicity they would occupy a much higher position in the public mind than they do. One of the speakers at the convention urged the delegates to make advertising a feature of union work. He reasoned that an organization whose members are earning $50,000,000 a year can afford to pay from $250,000 a year to $500,000 for advertising purposes, and said, if the good works of the typographical union were properly placed before the people, public opinion would come to the side of the union in such a flood as to be irresistible. The delegates, however, did not see their way clear to propose an increased tax for that purpose, but they did commend what had been done in the way of advertising the union, and urged local unions and their members to pay more attention to the question and be more active in supporting the officers in the publicity work they are doing.

ARBITRATION.

Labor Commissioner Kellogg, of the American Newspaper Publishers' Association, addressed the convention, complimented the organization upon achieving a membership of fifty thousand, and opined that the clarion cry of the officers to move on to the sixty-thousand mark must be an inspiration to all the members. He believes the reputation of the organization for conservatism is deserved, and warned the delegates of the tendency of most men to become radical in the use of their strength as they become stronger, telling the printers that "radicalism will defeat your ends and destroy your influence." Mr. Kellogg directed attention to the fact that the arbitration agreement between the publishers' association and the union has less than two years to run. He said his association believed in the agreement and desired a renewal of the contract with some modifications, and asked the members to keep this matter in mind, so that they might be able to handle it intelligently in the near future.

The Committee on Arbitration received the endorsement of the convention when it said, "We believe that the amicable relations existing at the present time between the American Newspaper Publishers' Association and the International Typographical Union have only been secured by a safe and masterly administration. . . . It is the earnest hope and desire of the committee that these relations shall continue, believing that the member who looks before he leaps endorses this pacific policy from the bottom of his heart. We are also of the belief that the results thus far accomplished are sufficient to convince the membership of its real value and we, therefore, give our hearty endorsement of the policy followed by our executive officers as set forth in the executive council's report."

As this committee expressed the opinion that under the publishers' agreement "a great deal more had been accom-

plished, without strife and friction, than could be procured by drastic means," it was to be expected that President Francis, of the Printers' League, would not appeal to it in vain. The committee secured the approval of the convention to a proposition empowering the officers " to enter into a contract with the Printers' League of America along the same lines as the Newspaper Publishers' Association for a period of at least five years."

There was a number of appeals against decisions of the executive council, but in every instance the council was sustained. The most important of these was one from the New York branch of machine tenders, who set up a plea for a measure of trade autonomy. The contention found even less favor in the eyes of the convention than it did with the executive council.

THE NEXT CONVENTION.

Twelve months ago Salt Lake City and San Francisco unions announced that they desired the convention in 1911. Each organization appointed a committee which kept the claims of its respective city before the membership in various ways. After delegates were elected, their support and votes were sought by letter, circular and personal solicitation, where that was possible. Every former resident of 'Frisco or Salt Lake City was urged to " go to the front " for his favorite city, wherever he might happen to be. When the delegates began to move on Minneapolis, scouts of the contesting unions hurried to the meeting-points to electioneer for their town. The Salt Lake union had two representatives at Chicago to meet the Eastern and Middle Western delegates en route to the convention city. At that place electioneering activity reached high-water mark. Delegations from the contesting cities opened headquarters, where refreshments were on tap and dispensed with a liberal hand. The trend was toward 'Frisco from the first, but the Mormons entertained and cajoled and pleaded until the last moment. San Francisco was selected by a vote of 171 to 70, and the convention will be held there next August.

EMPLOYING PRINTERS AND ORGANIZATION.

After a careful survey of the field, it does not require a very astute observer to see the need in America for a more compart and virile organization of employing commercial printers. True, there is a national body — the United Typothetæ of America — with locals in many cities; but in the same cities there are several other employing printers' organizations, the memberships of which have but small representation in that body. The result is that when a national meeting is convened a minority rather than a majority of the country's employing printers are associated in an effort to better conditions in the trade. What is needed is one strong association which commands the sympathy of all employing printers, with branches in every city and State, meeting at regular periods for the discussion of trade topics and matters bearing directly on the trade's welfare.

To bring about such an organization it would not be necessary to eliminate those now in existence. Amalgamation should be the process adopted. There should be no tearing down, but rather an effacement of pet hobbies and individual authority and a building up of the democratic spirit of majority rule. Until the employing printers are willing to cast in their lot with the wishes of the greater number of the trade's members, there will be little chance for the building up of a national organization which shall draw into its fold men of every shade of opinion on matters affecting the industry as a whole.

WOMAN'S AUXILIARY.

Eight years ago the Woman's International Auxiliary of the Typographical Union was organized. Some enthusiasts hailed this as a new and much-desired adjunct to the union movement, as it signalized the entrance of woman into the fray. As often happens with enthusiasts, these were doomed to some measure of disappointment. The auxiliary has not grown as was expected. It has had the infantile troubles usual to new organizations, and these have perhaps hindered its growth.



MRS. CHARLES HERTENSTEIN,
President, International Woman's Auxiliary.

But the women have enthusiasm and tenacity. They meet every year, compare notes, see that a little progress has been made and pray for more next year, for the auxiliary has a chaplain and " prayer " is an item in the order of business.

There were seventeen delegates entitled to seats at Minneapolis, when the president, Mrs. Charles Hertenstein, of St. Louis, read her address. Madame President expressed regrets " that we do not grow faster," still, she was gratified at the substantial progress being made. In her opinion, no substantial arguments were urged against the organization, and the reason for its slow growth is not opposition but cold indifference. To build up the auxiliary requires faith, hope and encouragement at this stage of its history, but Mrs. Hertenstein told her auditors that the time was not far distant when those who had borne the brunt of the fight will have reason to feel gratified and proud of their accomplishments.

During the year the auxiliary at Los Angeles, California, tried to " line up " the other auxiliaries in an effort to defeat President Lynch of the International Typographical Union, who was seeking reëlection to his office. It appears that in the course of his day's work Mr. Lynch was called on to make a decision, and the result was not pleasing to several Los Angeles printers, whose wives immediately foregathered and, in the name of their auxiliary, opened a campaign against the big president. Mrs. Hertenstein regarded this action as a violation of the auxiliary's laws and asked the offending organization to rescind its action. It refused to do so and its charter was suspended, as in the opinion of Mrs. Hertenstein the auxiliary must avoid doing anything that will involve it with any part or faction of the typographical union. The law was changed so as to make it very clear that local auxiliaries must not interfere in International Typographical Union affairs in the manner the Los Angeles auxiliary attempted to do.

Among the questions discussed was the old-age pension fund of the union. It has occurred to the women folk that there is an element of injustice in having the pension cease at the death of the husband. As one protestant put it: " Very often it is due largely to continued sacrifice on the wife's part that the husband is able to read his title clear to a right to claim a pension. . . . The withdrawal of this money has in many cases left the aged widow no better support than that afforded by the cold charity of a public institution." At first it was decided to present the matter to the typographical union, but on second thought that action was deferred until a future date, though there is no doubt that on some near day the union will have to deal with this phase of the subject.

The International Auxiliary has set for itself the task of erecting a monument in Evergreen cemetery at Colorado Springs, Colorado, where former inmates of the home are buried. The required amount has not been raised, and it was decided to keep the fund open and solicit subscriptions for another year.

One of the features of an auxiliary convention is the experience meeting. A delegate reported that the members of her local have a flower fund, visit the sick of their own organization and the typographical union. Nearly all the delegates report that they are particularly interested in boosting the label. One said that the local union provided her organization with a meeting-room and sent a check for the rent whenever it was due, and another reported a money grant from the union, but for the most part the unions appear to take very little monetary interest in the woman's organization. A Western delegate reported that the women in her town had started an agitation and succeeded in having two big firms patronize home printing-offices. Another reported that they had prevailed upon the leading department store of the town to quit selling a line of patterns which is being boycotted by the typographical union.

It appears that the auxiliaries raise funds by holding social functions, such as dinners, cake sales in department stores, card parties, and other forms of amusement dear to the feminine heart.



WOMAN'S AUXILIARY.

The officers of the international organization are elected by referendum vote, and those now presiding over the destinies of the International Auxiliary are as follows: President, Mrs. Charles Hertenstein, of St. Louis; first vice-president, Mrs. John D. Kane, of Louisville; second vice-president, Mrs. W. H. Ingalls, of Denver; chaplain, Mrs. C. E. McKee, of Indianapolis, and guide, Mrs. R. J. Lowther, of St. Louis.

AFTER WALT MASON.

A lot of things command attention, much more than we can just now mention; but it may be well worth our while to think a little on the style that printers have of doing things, particularly when it brings the matter of their scattering prices that threaten to create a crisis, and when they won't take count of cost and kick about the money lost, I think that they must surely come to anchor in an a-sy-lum.

PROCESS ENGRAVING

BY S. H. HORGAN.

Queries regarding process engraving, and suggestions and experiences of engravers and printers are solicited for this department. Our technical research laboratory is prepared to investigate and report on matters submitted. For terms for this service address The Inland Printer Company.

Brief Answers to a Few Correspondents.

R. D. A., Boston: To prevent the heat of the enclosed arc-lamps from cracking the varnish on the paintings you are reproducing in three-color: Fix an electric fan so that it keeps a strong current of air on the painting and thus keep the varnish cool while you are photographing. Raymond W. Oneal, Jr., Fruitvale, Oakland, California: These "Process Engraving Notes" are not published in book form afterward; the only way for you to get them is through THE INLAND PRINTER. J. G. Hoover, Chicago, will find information concerning the swelled gelatin process in THE INLAND PRINTER for February, 1909, page 757.

Danger in Formic Acid.

"Foreman," Philadelphia, Pennsylvania, writes: "Taking the tip from the 'Process Engraving Notes,' last month, I immediately put formic acid into use in place of acetic acid for loosening negative films before turning. I found, as you stated, that the formic acid would do the work quicker, but the helper I put on the job told me that the new acid was "eaten de skin off me han's." So I put another boy at work at it, with the same result — the formic acid does destroy the skin, where one is putting their hands in it all day. *Answer.*— "Foreman" deserves the thanks of all readers for this timely warning of the danger of formic acid. It is one of the valuable features of this department that readers can exchange views and relate experiences. This acid was recommended to this department for negative turning, but if there is any danger to the health and comfort of the workman in its use we had better stick to our old acquaintance, acetic acid.

Why Collotype Is Not in General Use.

W. H. Marshall, Concordia, Kansas, asks: "Why is collotype printing not more generally used? I understand the results with that process surpass in quality that of other processes, besides being cheaper to equip a small plant with that process than with half-tones. What are the drawbacks or disadvantages with this process? Am I correctly informed that the results are superior for three-color work or ordinary printing to the photoengraving process? I am thinking of putting in a small plant for experimental purposes?" *Answer.*— You were correctly informed that the results from collotype are superior to half-tone for three-color printing. The late Mr. Bierstadt, of New York, proved that. In Berlin and Vienna the finest possible three-color printing is done in that way. The drawback to the process in this country is the climate, though excellent work is being done in Detroit. The printing surface in collotype is a gelatin film, which has the property of giving off or absorbing moisture from the air. As the success in printing from this gelatin film depends on it having exactly the same amount of moisture all the time it is being printed from, it can be understood how dry weather and wet weather will affect the plate. A pressroom can be artificially built in which an artificial atmosphere with exactly the same amount of heat and moisture can be maintained the whole year through, and without such a pressroom collotype will not be a commercial success in this changeable climate of ours.

Discoverer of the Action of Light on Bichromated Gelatin.

In the address by the writer at the Buffalo convention of photoengravers, on "The Future of Photoengraving," printed in the July INLAND PRINTER, page 587, is this statement: "It was in 1839, also, that Mungo Ponton discovered that the action of light caused bichromated gelatin to become insoluble in water, the principle on which all processwork is based." The erudite editor of the esteemed *British Journal of Photography*, Mr. George E. Brown, writes: "In your address there is one little point in photographic history in which I see you are in error, namely, the statement that Mungo Ponton discovered the insolubilizing action of light on bichromated gelatin. It was Fox Talbot who was the first to publish anything on this point, though the statement is often made in the text-books that it was Ponton." *Answer.*— In 1881 the present writer talked with Mr. John Ponton, son of Mungo Ponton, in reference to his father's work in photography, and it was undoubtedly from him he got the information that Ponton was the first to use bichromated gum or gelatin in photography. John Ponton was then a newspaper man in western Pennsylvania, and the publication of this paragraph may attract his attention and bring out some facts to settle forever this most important point in the beginning of processwork.

Combination Pencil and Pen-and-Ink Drawing.

Miss Gladys S. Jamieson, Sydney, New South Wales, Australia, writes: "I am taking the liberty of asking for some information about an illustration by Angus MacDonald, on page 204 of THE INLAND PRINTER for May, 1909. I notice in the reading-matter it is stated that the landscape is done with pencil and the automobile with pen and ink. I do commercial work myself, and, of course, saw the possibilities in an illustration of that kind, as, up to the present, I have seen nothing like it here in Australia, but when I tried it I was unable to get it reproduced. Would you be kind enough to let me know what kind of paper and pencil is required, also if there is any special way of reproducing such a drawing?" *Answer.*— The article which this artist-reader in far-away Australia refers to is titled: "The Commercial Artist; His Use and Abuse." Referring to the drawing in question, it says: "The method used — that of rendering the featured object in different mediums (in this case pen and ink for the automobile and pencil for the landscape) is specially effective." Now, the only trouble with the statement in parenthesis is that it is not true. The whole drawing was made in pen and ink, the difference being that the pen lines in the background were kept separated from each other with a fixed regularity and in the automobile they were allowed to join so as to give a dark effect. A combination of what looks like pencil and pen drawing is frequently made by drawing on rough Whatman's or other granular surfaced paper with lithographers' black crayon, or any intensely black crayon, and fixing it so that it will not rub and then drawing with pen and ink on the same paper. Crayon and pen drawing can be reproduced together, when

they are both of the same intensity of black, but gray pencil and black pen and ink can not be reproduced successfully without much skilful staging on the part of the photoengraver.

Cost of a Minimum Half-tone.

So important in the proceedings of the International Association of Photoengravers' convention at Buffalo was the question of the cost of photoengraving, that a committee consisting of the most able photoengravers in this country was appointed to consider the introduction of a standard cost system. This committee consists of Messrs. Anderson, of the Consolidated Engraving Company, New York city; Blogg, of the Alpha Engraving Company, Baltimore, Md.; Stinson, of Gatchel & Manning, Philadelphia, Pa.; Mears, of the Buckbee-Mears Engraving Company, St. Paul, Minn.; and Blanchard, of the Suffolk Engraving Company, Boston, Mass. Mr. George E. Benedict, of Chicago, Ill., also moved the following resolution, which was seconded by Mr. George Meinshausen, of Cincinnati, Ohio:

"WHEREAS, The evidence presented by expert accountants at this, the fourteenth annual convention of the International Association of Photoengravers, shows beyond question that the cost of making a minimum square half-tone is not less than $2; and

"WHEREAS, We are satisfied that no photoengraver has an advantage in cost of material, labor, rent, etc., that will make a material reduction in the cost of a minimum square half-tone; we, therefore, declare that it is the consensus of opinion of the delegates here assembled that there can be no profit in selling minimum square half-tones at $2 each; and, further, we are convinced that there is an actual money loss on every minimum square half-tone sold at less than $2 each. Therefore, be it

"*Resolved*, That the evidence presented to this convention be published in the *Secretary's Bulletin*, and a copy of the *Bulletin* sent to every photoengraving concern in the United States and Canada."

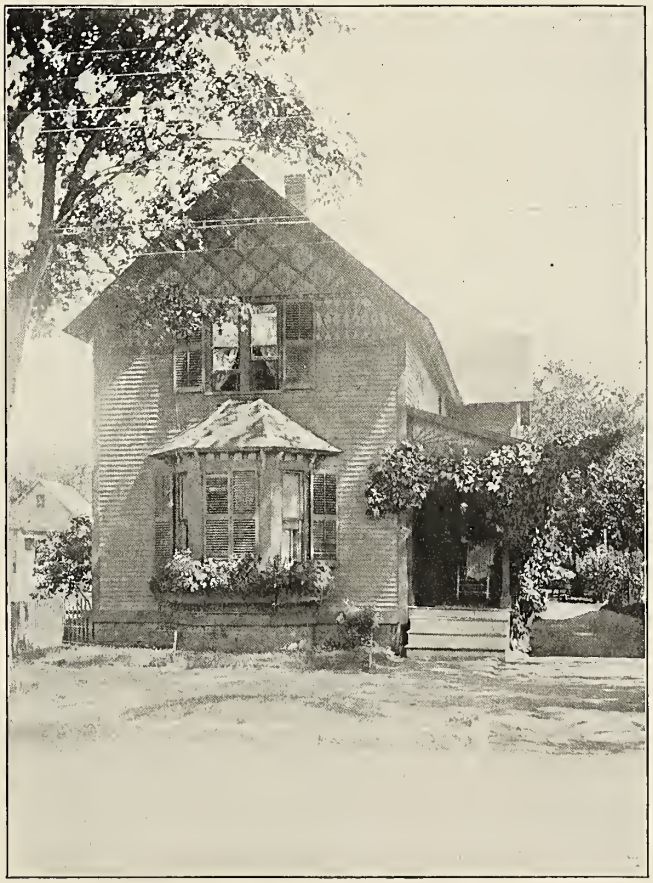
This resolution was carried unanimously.

Photoengraving for the Offset Press.

One of the timely subjects discussed at the Buffalo convention of photoengravers was how they could best assist the offset pressman. The esteemed *British Journal of Photography* gives the information so clearly that it is reprinted here, in part. It says: "The commonest requirement for the offset press is the photography of a design, either in line or half-tone, in correct position, on a large sheet of metal ready for putting on the press and printing the edition. Another way is to send them the photoengraving and allow them to pull their own transfers, or supply them with the number of transfers required. The onus of properly placing the transfers on the offset printing-plate then rests on the transferrer employed by the printing-press owner. The best sort of transfers are undoubtedly those pulled from intaglio plates. So that from the design a negative should be made and then a positive. This is printed on enamel on copper, etched lightly in perchlorid, proofs pulled on Scotch transfer paper and supplied. There are opportunities, in this method, of helping matters at several stages by retouching the negative or positive, by burnishing or further etching the copper plate; and this is of importance, because, it must not be forgotten, there is no chance of improving matters in the printing by overlaying, interlaying or underlaying. Photoengravers ought to take pains to supply exactly the transfer that gives the least trouble. If this transfer is good, the engraver can not be blamed for any subsequent failure; but if direct prints on metal are supplied, however good they may be, if anything subsequently goes wrong, the poor engraver is sure to be held responsible. It is to be hoped that if, as seems likely, offset work comes into demand, process houses will see the necessity of preserving satisfactory prices."

A Photoengravers' Stockroom.

The paragraph in this department of THE INLAND PRINTER for June, page 427, regarding the saving which could be made in supplies by a systematically kept stockroom, has been taken advantage of by the Powers Engraving Company, of New York city, who write to say that they have already accomplished a saving of $200 a month in supplies. They have a stockroom which looks like a country store, with ample shelves, drawers and receptacles to keep the several hundred different articles required in photoengraving, as well as the art department. This stockroom is in charge of a regular clerk, and nothing is delivered from it without an order from the person using it. Each photographer, for instance, is charged with the amount of silver and iodin he uses, and so with the other supplies, so that it is easy to determine who are the wasteful ones. The supplies being purchased in large quantities brings about another big saving, and, further, as the Powers Engraving Company is a "continuous performance," working night and day, they never can run short of any article needed. Supplies can also be weighed and tested in this stockroom, which prevents any fraud in the quality of the goods purchased. The stockroom has already paid for itself.



A PRINTER'S HOME.

Residence of A. H. Duhamel, foreman composing-room, *Daily Free Press*, Burlington, Vermont.

PROOFROOM

BY F. HORACE TEALL.

Questions pertaining to proofreading are solicited and will be promptly answered in this department. Replies can not be made by mail.

On the Division of Words.

P. R., New York, asks: "Do you think it worth while for a proofreader to be very particular about word-divisions? Are there not many words that may be properly enough divided in either of two ways on the same syllable? Do authors often pay much attention to the subject of division?" *Answer.*—These are all questions that have always bothered printers, and probably will always be troublesome, largely because of differences in determining just where one syllable ends and the next begins. Persons hear various words differently, and often one is really unable to determine positively even for himself. An editor of a literary weekly, who was the only editor I ever knew who paid much attention to such things, made a practice of dividing after the vowel, where most American printers close the syllable with a consonant. This made inte-rest right under his ruling, but one day he marked it inter-est on his proof, and when asked about it he said he was "in a state of flux." He was unable to determine positively which way he wanted it. Working for such an editor, a proofreader would have to be particular, for such a man always watches details very closely and insists on having his latest decisions obeyed, reserving to himself alone the right to overrule them. Generally speaking, however, the proofreader who is not overnice about divisions is much wiser than the one who is always ready to change whatever he can. In other words, it is generally far better to be watchful for opportunity not to make corrections than it is to make a great many that are not positively necessary.

One can hardly answer the first question without including much that relates to the other questions as well. But it is not so important to keep the three questions absolutely separate as it is to make a reasonable response to the one question of which they are phases, What shall the proofreader do? And that question is not easily answered. Many different classes of work present differing circumstances that must be allowed to govern the workers' practice. Even in the cheapest work, divisions made with some show of reason are much better than the many utterly defenseless ones that often appear; but much printing is done on which the work of correcting anything but positive errors is simply impossible. Newspaper work is almost always needed too soon to admit any delay for fussy correction. Punctuation, capitals, and division must be quickly passed along, and often must go as the compositor makes them, only too frequently very bad. Between such work and the most particular work, where time is seldom as important as accuracy, every possible variation of circumstance exists. The proofreader who best adapts himself to the particular demand of his immediate environment is the one most likely to succeed therein. One can not afford to be fussy in some places, and he can not be really careless anywhere. He can anywhere, however, allow some word-divisions to pass uncorrected even when he is sure they are not the best, thus avoiding the making of extra work that is not strictly necessary. Of course the decision must rest with the individual worker and be governed by the immediate circumstances. With allowance for these natural restrictions, some general facts may be noted advantageously.

Many words may be divided in either of two ways on the same syllable, since two pronunciations are almost equally good. The difference is usually in the sound of a vowel, some people making it long and some short. Deposition and discrepancy are two such words, although they have almost settled into one way and lost the other, according to the dictionary records. The first syllable of the first of these two words is dep- in nearly all dictionaries now, but they usually give de- as second choice, because many good speakers pronounce it so. The other word is pronounced discrep'-ancy and dis'cre-pan-cy, the latter not so often now as formerly. Such differences are current in many words, and neither way is absolutely wrong. Of course the proofreader who has to be uniform in his work — as one may have to be occasionally — should follow the dictionary chosen as authority, and keep a full record of the words, if any, that are to be changed from such treatment.

A general rule is exemplified in our two words that is more widely accepted now than any other, but is frequently misunderstood. It is that a short vowel (as *e* in met) shall have a consonant after it in the syllable, and that a long vowel (as *e* in me) ends its syllable, with some exceptions. Some people who know and apply this rule carry its application too far. In fact, as I think, the dictionaries carry it too far. I have seen in supposedly good print such divisions as espec-ial and divis-ion, and it must have been thought by those who made them that this rule was followed in doing so. But another fact is forgotten in doing this. Espec- does not spell the sound espesh, but cial does spell the sound shal; divis- does not spell the sound divizh, but sion does spell the sound zhon. In such cases the aspiration (adding the *h*) is inherent in the combinations ci, si, ti, etc., before another vowel, and these letters should always be kept together. In the dictionaries this is generally done, but words like measure are erroneously divided meas-ure, pleas-ure, etc., instead of mea-sure, plea-sure, etc., as they should be.

Some very bad divisions are quite commonly seen in print, of a kind that should not pass uncorrected through any proofreader's hands anywhere. Such are cap-able, Am-erican, decept-ive, admir-able, origin-ally, mount-ain, inflor-escence, necess-ity, and of course the list could be multiplied many times. A little touch of common sense should make these impossible. Where the common sense has to be furnished by the proofreader, and the type must be changed to get decent division, the matter should be settled by reference to the dictionary if it is ever questioned.

A full set of rules may be found in the latest Webster, the New International. It corrects some faults of the preceding edition, the International. (There is another dictionary that uses the name Webster, called the Webster Imperial, that is not here referred to, and should not be confounded with either International.) These rules still contain some things that do not seem right to me, but they are decidedly the best I know. The subject could not be exhausted in anything less than a book of some size. Without such a book, the dictionary is the preëminent guide, though none yet made is reasonable all through, as I think.

Occasionally an author is somewhat particular as to word-divisions, but most authors and editors are not. The proofreader must usually take some risk in this respect, until he learns to suit his author or editor.

MACHINE COMPOSITION

BY JOHN S. THOMPSON.

The experiences of composing-machine operators, machinists and users are solicited with the object of the widest possible dissemination of knowledge concerning the best methods of getting results.

Damage to Matrices.

An operator writes: "Will you kindly tell me what is damaging the matrices, of which I enclose some? The thin ones are the worst. Is the trouble at the distributor or box?" *Answer.*—The damage is from several causes. Thus, the hyphen is due to the operator sending in tight lines. The lower-case "i" has its lower back ear bent by striking the rail in the line-intermediate channel. This can be avoided by sending the elevator up with less force. The ear of another thin matrix is bent in the box; the cause would not be ascertained without examination. You should have a copy of "The Mechanism of the Linotype." This book is invaluable to operators, as with it a study of the machine is possible.

Broken Faces on Descenders of Letters.

A Toronto (Canada) operator writes: "In reference to fault of lower-case 'e' in font of six-point, would say that, although not able to remedy matter entirely, I have, thanks to your advice, made no little improvement. I found that, although pot-spring appeared to be working all right, compressing one-fourth of an inch when high place on cam came under the roller, it gave better results by being shortened at front end, thereby increasing pressure on mold and matrices. Another matter I would like your advice upon and one which I think perhaps no other operator in your experience has questioned you upon, as my machine is a Canadian double-magazine and differs in some respects from the American. It has bothered me since installation, a couple of years ago. In setting six-point matter, either face, there seems to be a kind of rebound of the mold just as mold is pulling away from matrices after the cast, and descenders, as 'y,' 'p,' 'q,' etc., have tails crushed on face of slug." *Answer.*—A new pot-lever spring should give better results, and will not need to compress that much. Descenders are mashed by the first elevator dropping before the matrices are entirely stripped from the slug. It can be corrected to some extent by adjusting the down-stroke of the elevator, so that the elevator will rise but a sixty-fourth of an inch when it rises to make alignment.

Keyboard Practice.

A New York correspondent writes: "Can you tell me whether there is a book giving the fingering of the most common words to develop speed on the Linotype? I have your 'Correct Keyboard Fingering,' and the words there given (pages 9-14) give me so much assistance that I understand how great would be the benefit derivable from a larger book. For instance, at the close of your little book you give fifty-four words as important to practice on, but what's the use of practicing if one has not the right fingering? Some years ago the Remington Typewriter Company (back about 1886) printed a small book with several hundred basic words, the fingering of each being given like this:

1 2 2 1	1 2 1 2 3
THEN	THERE

I do not know if I fingered these right, but that is the idea of the principle they went on. It was very helpful indeed. Too bad if no such book exists for the Linotype." *Answer.*— The plan you refer to is not applicable to operating of a linotype keyboard; that is, the holding of a certain finger always for a certain key. We find that one becomes familiar with the principles of operating in a short time, by using the fingers of each hand alternately when possible, and by practicing the most commonly used words. The reading of copy word by word, instead of taking a line or sentence, is advisable, as this plan involves the necessity of seeing the keys and develops a steady motion, not obtainable where the operator reads ahead.

Controlling Lever Adjustments.

A Western operator writes: "I am having a trouble here that seems to be of a very peculiar nature. The controlling-lever jerks forward when a line is sent in, and the controlling-lever has no spring to it when it is thrown in; machine being in normal position. Using my own language, the controlling-lever is 'dead' when the machine is stopped by the stopping-pawl of automatic-safety pawl. I will describe incidents which happened when first noticed. The machine is a low-base Model 5, and had a safety device attached, or rather a safety pawl, on the vertical starting-shaft to prevent injury to mold or liners in case of using a wrong ejector-blade. This pawl was held in place by a flat spring, the spring being attached on the right-hand side of vertical starting-lever bracket (facing machine from back). One day that spring broke and it gave a loud bang. Sent for another spring, but received one of a different make, and also a blue-print showing a slightly differently designed safety pawl, and also a spring on the left-hand side of vertical starting-lever bracket. Am as yet running without the safety attachment. Ever since this accident I am having above described trouble. Every adjustment in connection with the clutch, pawls, controlling-lever, etc., is O. K. The clutch leathers are not gummy. One thing I am sure is that the machine travels too far before stopping, for the collar is pushed way out and against the bearing when machine stops after casting a line; this explains the 'lifeless' controlling-lever. I have attached a piece of brass, one-eighth of an inch thick, on the upper part of the lower automatic stopping-lever (198 BB), where it strikes the vertical starting-lever shaft, and the trouble is almost entirely obviated. Is this the right place to fix it?" *Answer.*— It may be possible that the screw between the two parts of the stop-lever has worked loose. If the screw is loose, turn it in until the forked lever comes about one thirty-second of an inch from the collar when the clutch is in action. To go through this operation, shut off your power, draw out starting-lever, back machine a trifle from normal, then turn in on your screw so the forked lever is one thirty-second of an inch from the collar. This should remedy the trouble.

Clutch and Matrices.

A North Dakota operator writes: "I have carefully followed your instructions. I found my adjustments of the friction-clutch all O. K., that is one thirty-second of an inch between collar and forked lever, and fifteen thirty-seconds of an inch between collar and bearing. To be sure that my fifteen thirty-seconds of an inch adjustment was

O. K., I procured a friction-clutch setting-gage from the Mergenthaler people, which I received the other day. I found that it fits snug between collar and bearing. Everything is clean. The driving-pulley runs about seventy revolutions per minute, and that 'rebound' of which I wrote you before has practically subsided and only occurs once in a while now, but the controlling-lever and vise-automatic still have that sharp jerk. I realize that you are placed at a great disadvantage in giving advice by mail, but this trouble certainly has the best of me. I have applied so many times for help, that I hardly possess the nerve to apply for any more, but I know of no other thing to do. Enclosed find a German ten-point matrix with the right-hand wall of the lower blackface character crushed in. When cast blackface, hair-lines sometimes make their appearance. All the matrices are affected thus, and it's got me going. It can not be done by the spacebands, but must happen in assembling. The assembler works fairly well, and I do not know what to do. This latter trouble is worrying me greatly and your diagnosis will be thankfully accepted." *Answer.*—The wall of the matrix can scarcely be damaged in assembling, as the lower-left side of matrices are cut away, which prevents a contact between the matrix in the assembler and the incoming one. The trouble you have with the controlling-lever is not serious, and we believe it is within your power to correct; possibly you have overlooked some of the things suggested. At any rate, keep the surface of pulley and leather clean; that is, free from oil or any gumming substance; also, the space between the collar and journal should not be less than fifteen thirty-seconds of an inch when the clutch is in action, nor should the space between the forked lever and collar be greater than one thirty-second of an inch when clutch is in action.

Porous Slugs and Distributor.

A Brooklyn operator writes: "(1) Enclosed please find some sample slugs which I am getting from the late style No. 5, and I would be very much pleased if you will give me a little information on the subject, as I am having quite a lot of trouble and am losing much time. On the eight-point slug of any length I get almost perfect slugs and can run all day without a stick. Also can I do the same with a pica slug of any measure, but as soon as I put on the ten-point body my troubles commence. I enclose herewith sample of eight-point slug and two tens. The good ten-point slug enclosed shows what I get when I start out. I get from fifteen to twenty of these; then one sticks in the mold, and when ejected looks like the poor ten-point slug enclosed. It seems to be very porous and lacks enough metal to stand up. I have tried every means known to myself to remedy this, but of no avail. Some time ago I was getting fine slugs, then one day the pot got out of line and I began to get back squirts. I remedied this difficulty immediately, and now the pot seems to line perfectly. I have taken out the molds, scraped them off thoroughly, so as to guard against any possible collection of metal having anything to do with my poor slugs, replaced them in the same position; have taken out all the metal in the pot, and cleaned the well thoroughly; opened up all the holes therein; have taken care with my metal and the plunger is cleaned daily and polished with emery-paper and then oiled very lightly, but still I get the poor slugs. Now, what puzzles me and puts me in the air as to a remedy for the defect is the fact that I can get a very good slug from the eight-point and a good one from the pica, from thirteen ems up, but when it comes to the ten-point there is a hitch. Kindly examine the slugs I send you, and I trust that your experience and advice will be able to clear me of what is a very annoying, yet, I suppose, simple defect. (2) And then, one more and I will rest my case. We have here a twelve-point bold, the 'm' quads and leaders of which are a little over a pica in thickness. It is impossible to make them distribute without continually stopping the distributor. The other matrices that we have seem to work O. K. and I have very little trouble with them, the distributor stopping to the minimum. These quads and leaders seem to leave the bar too late and either catch on the lower-front roll or the back roll. I filed out a couple of the matrices and they seemed to run better, but did not do this with any more, as I knew they should drop without doing anything out of the ordinary with them. I moved the bar a trifle to see if that would help, but it then threw off the matrices that were dropping perfectly and did not seem to aid the defective ones. Can you give me a pointer if I have made myself clear enough?" *Answer.*—(1) From what you state regarding the method you employ in cleaning plunger, we believe you should have a new one now. After you have the new plunger you should clean it, using a wire brush, but no emery-cloth whatever. If possible, clean it out of doors, as the dust you brush off is poisonous. The pot is not adjusted to proper height, nor is the mouthpiece in correct place sidewise. Your ten-point liners may be sprung. You should see that they line perfectly with the face of the mold. The mold should be occasionally removed and cleaned, but not with emery-cloth. We believe that when you have a new plunger and have it clean and have your pot set right, you will have no more trouble. (2) You should avoid experimenting, as was shown by your moving of the distributor bar. Possibly if you alternate your keys so that the em quads and leaders are separated by figure quads and leaders, it may help, because if your distributor screws are running even normal the top of a thick character will be touched by the bottom of the next thick character as it drops. To determine cause of trouble, remove the plate from the magazine entrance, and as the quads and leaders distribute note the cause of the trouble. You may find that the top ear is caught by the lower screw; if so, it may be necessary to change the timing of this screw by moving its pinion one tooth forward. However, this may not be possible on your machine.

Recent Patents on Composing Machinery.

Control Mechanism for Low-quad Mold.—J. S. Bancroft and M. C. Indahl, Philadelphia, Pa., assignors to Lanston Monotype Machine Company, Philadelphia, Pa. Filed July 8, 1909. Issued June 28, 1910. No. 962,411.

Magazine-changing Device.—W. H. Scharf, Montreal, Canada, assignor to Mergenthaler Linotype Company, New York. Filed January 20, 1908. Issued July 5, 1910. No. 963,077.

Typesetting and Distributing Machine.—J. S. Duncan, Chicago, Ill., assignor to Addressograph Company, Chicago, Ill. Filed October 5, 1908. Issued July 5, 1910. No. 963,692.

Type-bar.—F. H. Richards, Hartford, Conn., assignor to American Typographic Corporation of Arizona. Filed September 21, 1901. Issued June 28, 1910. No. 962,857.

Type Matrix.—G. W. Clarke, San Francisco, Cal., assignor of one-fourth to J. B. Eastman and one-fourth to F. M. Wright, San Francisco, Cal. Filed November 27, 1903. Issued July 26, 1910. No. 965,155.

Adjustable Linotype Mold.—T. S. Homans, Brooklyn, N. Y., assignor to Mergenthaler Linotype Company, New York city. Filed January 7, 1910. Issued July 26, 1910. No. 965,300.

Typecasting Machine.—E. H. Frey, Cleveland, Ohio. Filed March 28, 1908. Issued July 26, 1910. No. 965,448.

Monoline Machine.—B. A. Brooks, New York city, assignor to Bandotype Company, New York. Filed March 12, 1907. Issued July 12, 1910. No. 964,205.

Typecaster.—A. E. Miller, Baltimore, Md., assignor to National Compositype Company, Baltimore, Md. Filed January 16, 1909. Issued July 12, 1910. No. 963,790.

Typecaster and Composer.—W. Nicholas and William Ackerman, New York city, assignors to United States Graphotype Company, New York city. Filed February 26, 1908. Issued July 19, 1910. No. 964,677.

Typecaster and Composer.—W. Nicholas and William Ackerman, New York city, assignors to United States Graphotype Company, New York city. Filed May 22, 1909. Issued July 19, 1910. No. 964,679.

TRADE NOTES

Brief mention of men and events associated with the printing and allied industries will be published under this heading. Items for this department should be sent before the tenth day of the month.

A New "Peerless" Catalogue.

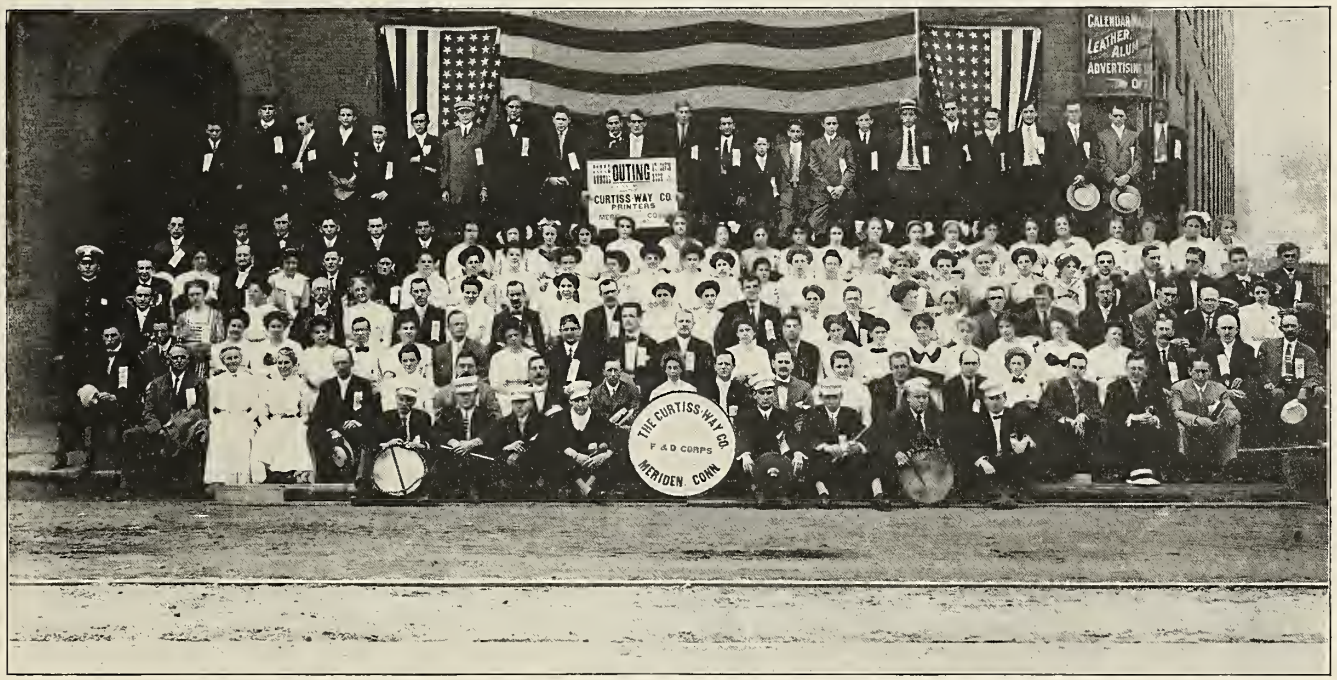
The Peerless Printing Press Company, Palmyra, New York, has recently issued a new catalogue descriptive of the Peerless press and the Peerless Gem paper-cutter. The catalogue is well gotten up and contains many illustrations of working parts. It is printed in black and light green on white stock, the cover being printed in black and embossed on red stock. The typography and presswork are exceptionally good.

Spokane Printers' Wayzgoose.

The second annual wayzgoose of the Spokane (Wash.) allied printing trades was held at Medical Lake on Sunday, July 24, and, although many lemons were handed out (forty gallons of lemonade having been given away), the success of the gathering, both from the standpoint of attendance and genuine enjoyment, was complete. In fact, it was generally agreed that no Spokane outing of this character ever approached the success of this wayzgoose. "Boss" printers, typos, pressmen, stereotypers and bookbinders intermingled in the most democratic fashion in all kinds of sports and games, and the enjoyment was so apparent that the continuation of these annual picnics is assured. The exciting feature of the day was the catching of the slippery goose, the honor of which was carried off by J. H. McMing, after two others had unsuccessfully tried to hold the "bird" after having it in their grasp. The officers of the general committee having the management of the affair were J. R. Moreford, chairman, Al Hammond, secretary, and Fred A. Stockwell.

Strike at Battle Creek.

At the Ellis Publishing Company, the Gage Printing Company, the *Daily Moon* office, the *Good Health* plant, the Loring Lane Publishing Company, and the Phoenix Publishing Company, a strike was recently called by the Battle Creek Typographical Union, according to newspaper reports. The object of the strike is to establish the eight-hour day. The Enquirer Publishing Company, of which C. W. Post is the head and who has a $50,000 damage suit pending against the *Typographical Journal*, is said to have granted the union's demands. The Journal Publishing Company has been working on the eight-hour schedule for some time.



EMPLOYEES OF THE CURTISS-WAY COMPANY, THE BIG PRINTING CONCERN OF MERIDEN, CONNECTICUT, IN THEIR ANNUAL OUTING AT SAVIN ROCK, RECENTLY.

Heavy Loss to Fashion Magazine.

The publication of *Paris Modes*, a fashion magazine, has cost John S. Huyler, a wealthy candy manufacturer, more than $300,000, according to reports. Thomas J. Gaines, Jr., who organized the publishing company, is a nephew of Mr. Huyler, and called upon his uncle freely for funds to finance the proposition, which fact was brought to light through the bankruptcy proceeding recently instituted before Stanley W. Dexter, referee. It is said that Mr. Huyler was so disgusted with the fashion-magazine business that he has turned over to Mr. Gaines all of the promissory notes held by him.

To Study Printing Methods Abroad.

Harry B. Haines, business manager of the New Printing Company, Paterson, New Jersey, and John M. Powers, vice-president of the Powers Photoengraving Company, of New York city, recently sailed for Europe, with the purpose of making a thorough study of the printing and photoengraving industries in Scotland, England, France, Ger-

many, Holland and other countries. Both Mr. Haines and Mr. Powers expect to secure many ideas which will be of value to their respective businesses, and it is reported that the former gentleman intends to arrange for the extensive importation of foreign advertising novelties in printing.

Name Changes with Growth.

The name of the well-known Chicago program-printing company of F. T. Peterson has been changed to Peterson & Kimball, and new and enlarged quarters have been secured in the new Kimball building, 327-335 La Salle street, where the company now has ten thousand square feet of floor-space. This concern makes a specialty of theatrical and publication printing, and in their new quarters have made substantial additions to their equipment in the way of Linotypes, large Miehle presses, typecasting machines, etc. The plant now runs both night and day. Frank T. Peterson is president and Wilbur S. Kimball secretary of the company.

Printers After the Dead-beat.

The dead-beats in Peoria, Illinois, who have been working the employing printers of that city, will be compelled to turn their attention to some other industry, if the plans of the master printers do not go astray. A meeting was called in the early part of August and an association formed. A list of dead-beats is being prepared, and when completed and distributed among the members, certain gentlemen who have been in the habit of getting their printing free will get a rather chilly reception when they call with a new job for the printer. B. Frank Brown was elected president of the new organization, and Ed Smith, secretary-treasurer.

New Detroit Printing-house

J. S. McMillan, who has been the head of a printing company, at Monroe, Michigan, on August 1 opened up a printing and duplicate letter business in the Saturday Night building, 97-88 Fort street, West, Detroit, having purchased the business of the R. & P. Advertising Service. Mr. McMillan purposes to equip his plant with new presses, type and material and will turn out nothing but high-class work. He says he appreciates the fact that Detroit prices in general are badly down the scale, but that he will run his business on the principle that "A man with brains won't work for nothing, and that printing requires brains." The name of the new Detroit house is the J. S. McMillan Printing Company.

Photoengravers' Strike Benefits Stopped.

What is said to be the most drastic injunction ever granted against a labor union was issued recently by Judge Hitchcock, in the Equity Session of the Superior Court, at Boston, Massachusetts. The injunction forbids Photoengravers' Union No. 3 to continue with a strike and prohibits the payment of strike benefits. The position taken by the court is that a strike to be legal must be based upon some complaint of the employees themselves regarding the terms and conditions of their own employment, and that a strike instituted by a general body of men where there is no trouble with respect to individual employers, called merely for the purpose of compelling employers to sign an agreement with a labor union, is illegal.

The Printer's Interest in Bill Nye.

President J. F. Barrett, in a letter forwarding $25 to the Bill Nye Memorial Committee, donated by the Asheville (N. C.) Typographical Union recently, assured the committee of the pleasure it afforded his organization to make the donation, saying, in part: "Bill Nye was a printer, a friend of the printer and an especial friend of the union printer. . . . Of the countless thousands of readers who have laughed over the writings of our departed friend, the printer was the first to laugh. He took the diamond in the rough, as it were, and prepared Bill Nye's manuscript for the enjoyment of the public, and we claim an interest in every laugh, in every rippling smile of thorough enjoyment which his writings furnished, because we were instrumental in preparing his work for the reading public."

Rich Harvest for Printers.

The fighting insurgents and regulars and the new primary law have contributed much to the prosperity of Kansas printers and publishers. During the recent Republican primary campaign the local newspapers were fairly loaded with display advertisements portraying the ability and integrity of this and that candidate, and the billboards were inadequate to hold the posters turned out. In addition to this, circulars were ground out by the ton. The fact of the matter is, almost every printer in the State was kept busy in an effort to "save the nation." And the "saving" business was a most healthful recreation from a material standpoint, at least. If the Kansas primary campaign is an indication of what is to take place politically throughout the country, "insurgency" is bound to become popular with printers everywhere.

Photo-printing Machine.

C. F. Potter, Jr., prominently identified with a local printing and lithographing firm, says the Minneapolis (Minn.) *Journal*, but for two years resident in the West, has presented to W. G. Nye, commissioner of the Commercial Club, a proposition to establish in Minneapolis a factory for the production of the G. M. Dye photo autopress. Mr. Potter, while at Lamar, Colorado, found the inventor, G. M. Dye, operating a machine that prints photographs from an original negative at the rate of twenty a minute, or 1,200 an hour. The machine is electrically operated.

The invention, Mr. Potter says, means as much in the revolutionizing of photography as the invention of the linotype machine has meant to typesetting. It is said to have attracted much attention at the recent photographers' convention at Milwaukee, Wisconsin.

Another State Ben Franklin Club.

The Ben Franklin Club movement is steadily gaining ground. While city organizations are being effected throughout the country, plans are under way in a half-dozen different States to create state bodies. Several already have been organized, and the signs point to a complete organization of every State in the Union in the course of a year or two. When this is accomplished, a national association, cementing the efforts of the state organizations and bringing about an orderly nation-wide movement in the interests of good business methods in the printing industry, would be surely welcomed by every American printer whose heart is in his work.

On July 29, at the Commercial Club, St. Paul, the Association of Ben Franklin Clubs of Minnesota was organized, E. K. Whiting, of Owatonna, being elected its first president. L. S. Whitcomb, of Albert Lea, was named secretary; R. F. Lawson, Minneapolis, corresponding secretary, and Fred Schilplin, treasurer. A vice-president was elected for each congressional district. On the evening preceding permanent organization the Commercial Club tendered the printers a banquet, at which speeches were made

by Eli S. Warner, president of the Commercial Club; William J. Hartman, president of the Chicago Ben Franklin Club; Eugene Turner, of Philadelphia; Walter J. Driscoll and J. K. Grondalh. Mr. Hartman made the principal address, which was a strong appeal for the adoption of a cost system, and in which he told of his own experience as well as the experiences of other printers in relation to the system of costs and how profits had been increased in every department by the establishment of a good cost system.

A committee was appointed to work out a satisfactory cost system, to be presented at the next meeting, which will be convened at Minneapolis on October 14.

Digging Up the Past.

Dan K. Shaver, who printed Greene's Iowa law reports, away back in 1852, and who is said to be the oldest printer in the State, says the Cedar Rapids *Republican*, recently visited his old comrade, Captain J. O. Stewart, at Cedar Rapids. Captain Stewart was Mr. Shaver's "devil" while engaged in printing the reports and inked the forms for his superior, who received a land warrant for his services. The land which Mr. Shaver took up in Johnson county, which cost him 87½ cents an acre, is now held at $85. The sons recently figured out that their father received $143 a day while printing the reports. The work was all done by hand press, but the work was said to have been first-class. While in the city it was Mr. Shaver's ambition to find one of these old copies, and, after diligent search, in which he found a number of reprints, an original print was found in the possession of Attorney Charles Harrison. The volumes were considerably weathered, but the printing is as clear and legible as though it were run off the press a week ago.

Condemns Misleading Ads.

The following resolution was unanimously adopted by the Cincinnati Ben Franklin Club, at its meeting of July 28:

WHEREAS, Many manufacturers of machinery, appliances and material for use in the printing business have been guilty of the pernicious practice of advertising the results obtained under special conditions as the day-by-day product of machinery, or saving from use of appliances and material; and

WHEREAS, Such misleading advertising and claims have been the cause of serious loss to individual printers and detrimental to the trade in general; now, therefore, be it

Resolved, That in the judgment of this club such practices are reprehensible and to be reprobated, and in every way to be discouraged, and the Ben Franklin Club of Cincinnati hereby expresses its emphatic disapproval of all such practices, especially the advertising of such fictitious production to the purchaser of printing, and that this club emphasizes the necessity of truthful advertising and the desirability of advertising "better quality of work and more profit" from the use of the advertised article, instead of the all too prevalent phrase, "decrease your cost, make lower prices and get business," and that all claims as to the product, economy, etc., should, if possible, be incorporated in the contract of sale and made a part of the consideration, and that this club correspond with all similar organizations and endeavor to correct the evil.

General Notes.

THE printing pressmen of Dayton, Ohio, held their annual outing on August 7.

PRINTERS at Nyack, N. Y., have taken preliminary steps to form an organization.

IT is reported that the Mutual Publishing Company, at Raleigh, N. C., will erect a new home.

FIRE caused damage to the extent of $33,000 recently to the San Antonio (Tex.) Printing Company's plant.

A TWO-STORY addition is being added to the printing-plant of the Webb Publishing Company, of St. Paul, Minn.

AT St. Paul, Minn., the McGill-Warner Printing Company is erecting a new home at Eighth and Sibley streets.

ON July 30 the fifth annual outing of the Wynkoop-Hallenbeck-Crawford chapel was held at Bochin's Southfield Hotel, New Dorp, Staten Island.

THE Curtis Publishing Company, publisher of the *Ladies' Home Journal* and the *Saturday Evening Post*, recently installed in its plant at Philadelphia the Mechanical Chalk Relief Overlay Process, for which Watzelhan & Speyer, New York city, are American representatives.

BIDS for the construction of the new building for the Bureau of Engraving and Printing, for which the last Congress appropriated $2,000,000, will shortly be asked.

M. HUEBINGER & SON, owners of the Iowa Publishing Company, of Des Moines, have purchased the Iowa Publishing Company, of Davenport, and will unite the two concerns in Des Moines.

AN ad. print-shop has been established at Springfield, Ohio, by Charles E. Morris, J. C. Canny and C. C. Warwick. The new firm will produce advertising matter designed for special purposes.

THE Reynolds-Parker Printing Company, of Sherman, Tex., has taken over the bookstore of Richards & Sanders. The consolidated company has been granted a charter and capitalized for $25,000.

A DEDICATION celebration, with music, dancing and refreshments, is planned for September 8 by the Dean-Hicks Printing Company, Grand Rapids, Mich., whose new modern home was recently completed.

THE Omaha (Neb.) branch of the United Typothetæ, which has been inactive for a long period, was revived at a recent meeting of the local Commercial Club. In the future regular meetings will be held.

THE annual outing of the employees of the Baker Printing Company, Newark, N. J., was held at Annadale Beach, Annadale, Staten Island, on July 30. A shore dinner was served and various games indulged in.

WINNIPEG BEACH was the destination of the sixth annual excursion of employees of the Stovel Printing Company, of Winnipeg, Man., on Saturday, August 6. Everybody was in high spirits and a most royal time was had.

W. A. GARRABRANT and Hiram Gross, two popular young printers of the Kimball Printing Company, Waterloo, Iowa, have purchased the plant of the Fassett Printing Company, of that city, and will conduct a high-class job-printing business.

AT Peoria, Ill., two of the largest printing concerns in the city, the Duroc Printing & Publishing Company and the Bee Hive Press, have been consolidated. Fred E. Beall is the president of the new organization, which will be known as the Duroc Press.

LAKE MINNETONKA was the scene of the annual picnic of the employees of the Brown & Bigelow Printing Company and the Pioneer Printing Company, of St. Paul, Minn. More than one thousand were in attendance, and sports of all kinds were indulged in.

BEGINNING with the September issue, the *Bookkeeper Magazine* will be known as *Business and the Bookkeeper*, this announcement having been made recently by the Business Man's Publishing Company, Ltd., Detroit, Mich., which concern publishes the magazine.

JUDGE BOURLAND, of Fort Worth, Ark., recently issued a restraining order enjoining the city from enforcing an ordinance which provides that the union label shall appear on all of the city's printing. The application was made by the Weldon, Williams & Lick Printing Company.

THE employees of the J. B. Savage Company, printers, lithographers and blank-book makers, Cleveland, Ohio, enjoyed their annual outing at Silver Lake, on August 20. Baseball and other athletic games were the order. Among the prizes offered was a year's subscription to THE INLAND PRINTER.

DAVID FERGUSON, the new supervisor of the *City Record* of New York, is frying the "phat" out of the city's printing. The Civil List, which is issued every six months as a supplement to the *City Record*, has just been completed at a cost of $5,650. The cost of its printing for the same six months last year, with a smaller number of copies, was $9,215.

ON July 29 and 30 the Ben Franklin Club, of South Dakota, held an interesting and profitable meeting at Huron. Cost of handling stock was one of the principal subjects discussed, and much information was gleaned from the papers read by F. I. Ellick, of Omaha, Neb., and Charles R. Parshall, of Sioux Falls. W. R. Ronald, Mitchell, was elected president, and Frank Nash, Canton, secretary.

ON August 9, in Lincoln Park, Worcester, Mass., the Pilgrim Publicity Association of Boston enjoyed its second annual field and ladies' day. The baseball game, which was termed a "gladiatorial combat," was participated in by publishers, printers, solicitors, agents, advertisers and others, all in one great travesty, entitled "The National Game as It Ain't." It was described as a "bloody contest in which Boston endeavored to defeat the whole world, while fair maidens encouraged their champions to more valiant endeavors."

CAPT. JOHN B. MITCHELL, who was seventy-six years of age on August 26, says the Louisville *Journal*, is believed to be the oldest printer in Indiana who works at the case every day. He is employed on the New Albany *Press* and never misses a day, holding his own with many of the younger printers. He was postmaster of New Albany under Grover Cleveland, and in his day was one of the most successful politicians in Floyd County. Mr. Mitchell says he is good for many more years at the case and would not swap his job for any political position which might be handed him.

Recent Incorporations.

Colonial Printing & Publishing Company, Boston, Mass. Capital, $5,000. President, John Membrino.

The Odd Fellows' Publishing Company, Richmond, Va. Capital, $10,000. Incorporators: C. Pohlig, president.

Essex Engraving Company, Boston, Mass. Capital, $12,000. Incorporators: President, W. L. Van Sicklin.

Morrison Publishing Company, Portland, Me. Capital, $150,000. Incorporators: C. E. Eaton, A. F. Jones.

The Atlantic Coast Printing Company, Norfolk, Va. Capital, $20,000. Incorporators: R. E. Reed, president.

Engravolithic Company, Camden, N. J. Capital, $100,000. Incorporators: J. A. MacPeak, W. F. Eidell, I. C. Clow.

The Reimers Company, Fort Worth, Tex. Capital, $60,000. Incorporators: C. D. Reimers, H. W. Hyers, A. W. Grant.

Allen Book & Printing Company, Troy, N. Y. Capital, $50,000. Incorporators: A. M. Allen, J. R. Collier, J. A. Lavender.

The Lawrence Publishers' Corporation, Birmingham, Ala. Capital, $25,000. Incorporators: Brooks Lawrence, president.

Sharon Publishing Company, Sharon, Mass. Capital, $1,500,000. Incorporators: G. A. Dennett, F. H. Trafton, R. B. Earle.

Reynolds-Parker Company, Sherman Tex. Capital, $25,000. Incorporators: L. J. Reynolds, H. B. Abney, N. J. Richardson.

The Ellis Brothers Printing Company, El Paso, Tex. Capital, $100,000. Incorporators: W. Y. Ellis, H. Y. Ellis, F. E. Hunter.

Hooker Advance Publishing Company, Hooker, Okla. Capital, $10,000. Incorporators: C. F. Rose, J. R. Blake, J. M. Browning.

Tuscaloosa News Publishing Company, Tuscaloosa, Ala. Capital, $10,000. Incorporators: S. F. Clabaugh, R. T. Nabours, H. Morrow.

Progressive Electrotyping Company, St. Louis, Mo. Capital, $13,000. Incorporators: W. O. Witter, E. L. Fath, J. J. Van Hottegen.

Union Farmers' Publishing Company, Charlotte, N. C. Capital, $25,000. Incorporators: J. Z. Green, W. C. Crosby, H. Q. Alexander.

Schlau, Burnett & Co. (printing and publishing), Chicago, Ill. Capital, $10,000. Incorporators: H. R. Schlau, M. S. Burnett, S. B. Weinberger.

The Poffenbarger Printing Company, Peoria, Ill. Capital, $12,000. Incorporators: J. C. Poffenbarger, A. A. Poffenbarger, L. A. Poffenbarger.

Newark Printing & Bindery Machine Repair Company, Newark, N. J. Capital, $25,000. Incorporators: F. J. Schweitzer, J. S. Baker, H. Cameron.

Prompt Printing & Publishing Company, Cleveland, Ohio. Capital, $15,000. Incorporators: J. E. Britton, A. Tadloo, J. R. Pomeroy, H. Hart, O. O. Voorman.

Ledger Publishing Company, Birmingham, Ala. Capital, $100,000. Incorporators: J. J. Smith, G. M. Cruikshank, R. G. Hiden, T. B. Smith, A. A. Smith.

Yew Publishing Company, Richwood, W. Va. Capital, $5,000. Incorporators: E. C. Bennett, L. D. McCutcheon, J. K. Ward, C. B. Cox, G. L. Umbarger, W. L. Starbuck, L. Craig, J. J. Wolverton.

CONVENTION OF THE EMPLOYING COMMERCIAL PRINTERS OF TEXAS.

The sixth annual convention of the Employing Commercial Printers of Texas, which was held on August 5 and 6, at Galveston, was attended with marked success from many viewpoints. Delegates were in attendance from almost every city and town in the State, and the enthusiasm displayed indicates that Texas printers are destined to play more than a State's part in the national awakening of the trade to the necessity for more scientific business methods.

President Courts' address was listened to with close attention. Among other things, he said:

Your officers have felt that the introduction of cost systems will do more than any other one thing to interest and instruct the printer and make him a fair competitor, and results in localities where it has been installed prove that their conclusions were correct. It is hoped that more interest will be taken in this work, until there is not a printer but what will be informed as to the cost of his work. The public, as a whole, are willing to pay a fair price for services rendered, but there has been such variation in prices that they naturally call for bids on their work to find where the bottom is.

During the past year there has been printed, published and distributed a very large amount of literature along the lines of cost systems and ascertaining the cost of printing, and while this may not have brought visible results it has been educational and caused every printer to give some thought as to how to better his condition and to get better prices for his work and raise his rating with the bank a little above that of the milliner, and the sooner that each and every one of you, no matter the size of your plant, introduces and installs a cost system, the better it will be for you.

President George L. Berry, of the International Printing Pressmen's and Assistants' Union, who was an invited guest, urged a practical coöperation plan between labor and capital. Mr. Berry said that the only way by which the interests of an industry could be brought together was through application of the union shop, because a union shop comprehends the collective bargaining and advancement of the "community of interests" theory. Where industry is most depleted, the speaker declared, trades-union workers are invariably demoralized. In speaking of the necessity of collective bargaining in the interests of the trade as a whole, President Berry said:

The trades unions of this country must realize the necessity of responsibility and must be big enough in operation of their organization to meet fairly and squarely the issues and enforce the discipline in cases where the membership has erred. The public is a vitally interested party in the fight to bring together the employers and trades unions, and society has a well-rooted opinion that conciliation and arbitration is the proper procedure in determining questions in dispute between the two elements of industry.

Neither of these elements can with full respect to their positions fail to recognize the practicability of conciliation and arbitration. These, to be successful, however, must be guaranteed by both sides with responsibility for a fulfilment of the terms arrived at. It has been pretty well proven that strikes and lockouts can be averted if proper consideration is given the cases in dispute.

J. E. Grinstead, of Kerrville, who is the author of the association's motto, "Don't throw rocks at the other fellow's hook," made a strong plea for fraternity among printers, and urged that an effort be made to get the small printer into the organization.

President Wilson H. Lee, of the United Typothetæ of America, and Secretary Franklin W. Heath, of the same organization, were in attendance and addressed the convention. Mr. Lee explained the work of the Typothetæ and urged a closer union among printers, stating that a hearty coöperation was the only means through which the trade could hope for better conditions. Mr. Heath gave a stereopticon lecture on "The Printer and the Dollar," which made a "hit." The wit and humor which characterized the lecture, together with the illustrations, were greatly enjoyed by every one.

The following officers were elected for the ensuing year:

President — Forrest T. Morgan, Austin.

Secretary — Ennis Cargill, Houston.

Treasurer — Robert Clarke, San Antonio.

Vice-Presidents — J. E. Grinstead, Kerrville; E. A. Adey, Houston; A. J. Embree, Belton; E. A. Nordhaus, San Antonio; H. C. Weiss, Beaumont; C. D. Reimers, Fort Worth; H. E. Byrne, Tyler; W. J. Knapp, Galveston.

Executive Committee — J. E. Hill, Waco; G. M. Courts, Galveston; L. B. Clegg, San Antonio; M. D. Evans, Fort Worth; Henry Dorsey, Dallas; E. A. Thompson, Denison; Sam Hargreaves, Dallas; F. W. Erhard, Galveston.

Sergeant-at-Arms — Henry Reese, Gonzales.

The selection of next year's meeting-place was left in the hands of the Executive Committee.



A PRINTER'S HOME.

Residence of W. H. Deshaw, assistant foreman composing-room, *Daily Free Press*, Burlington, Vermont.

COST AND METHOD

Invitations to the Second International Cost Congress.

The following suggestion to insure a record-breaking meeting at the Second Printers' International Cost Congress, announcement of which appears on another page of this issue of THE INLAND PRINTER, has been received with enthusiastic favor. The suggestion comes from Mr. F. Y. Norris, credit manager of the J. W. Butler Paper Company.

J. W. BUTLER PAPER COMPANY,
CHICAGO.
Established 1844.

Mr. J. A. Morgan, Chairman, 11 South Water street, Chicago:

DEAR MR. MORGAN,— It occurs to me that much can be accomplished toward getting a large attendance at the Second International Cost Congress of Employing Printers if each of the supply houses will not only invite, but *urge* its customers to attend.

On the theory that one invitation from each of five different sources is better than five invitations from one source, I would suggest that, if, in addition to the invitation the printer gets from you, the convention be called to his attention by the paper-houses, typefounders, ink-houses, electrotypers, etc., it will mean more to him; he will be more interested; he will at least not forget that such a gathering is to be.

The supply house likes a good customer. A "good customer" is a prosperous one. "Prosperity" is what is left after deducting expenses from gross profits. If you can show the printer where he can increase gross profits and decrease expense he should be vitally interested, and he will be if you get him to thinking about it. The supply house is interested in this, too, and should use the means at its command to have the largest attendance possible. I assure you I will do what I can.

Yours very truly,

July 28, 1910. (Signed) F. Y. NORRIS.

Photoengravers' Costs.

BY GEORGE H. BENEDICT.

In Mr. Horgan's report of the convention of the International Association of Photoengravers, at Buffalo, June 27, 28 and 29, he makes a little mistake in explaining the effort I made, by means of two charts, to show the cost of producing half-tones and the comparative number of cuts of the varying sizes turned out.

To have the charts mentioned in his report indicates that the subject was interesting (to him at least), and I presume it was to some of the delegates.

As there were, perhaps, only one in five of the photoengravers in the United States and Canada at the convention, I assume that the other four of the five may likewise be interested in the attempted explanation of the cost of half-tones. I am, therefore, sending you miniature reproductions of the two charts exhibited in Buffalo, and, to make the matter perfectly clear, I am also sending the history of the movement that resulted in getting up the charts, with the figures used in their compilation.

In July, 1907, representatives of sixteen firms in Chicago met for one hour each week to discuss the conditions of the business and, if possible, discover why so many things were wrong and what remedies, if any, could be applied. They began to find that the other fellow was not altogether bad, and that a little of the right kind of talk soon cleared up the atmosphere, and there were sixteen good whole-souled photoengravers who were willing to listen to reason and do a little work in trying to lift the business out of the mire. It was agreed to go into the matter of costs thoroughly. A public accountant was employed; his report was analyzed by a committee and the conditions that existed was given in the following report:

"Your committee, in submitting the following, wish first to explain that they have taken your auditor's report as a basis. Considering that his report covers the cost and output of five representative firms, three union and two nonunion shops, the output, aggregating 31,312 cuts, containing 551,698 square inches of half-tones, handled during a period of six months, we must conclude that the averages of cost and production must be nearly, if not absolutely, correct."

The report shows that 9.8 cuts, averaging 17.62 square inches each, or 173 inches, is the average output per camera per day. The average cost of operation per camera is

Labor	$11.60
*Secondary cost	2.74
Material	4.54 (2¾ cents per sq. in.)
Total	$18.88 per camera per day.

The average shop cost is, therefore, $1.91 per cut, or .1096 cents per square inch.

To determine the relative cost of the smallest and the largest sizes under consideration, we have taken twelve minimums and six 8 by 10's as the probable output per camera per day.

Taking up the minimums, we find the labor, secondary and material cost is $17.51 per day. To this we must add the managing, selling and other expenses not included in the secondary costs, or, adding $6.30, we have a total cost of $23.81 for twelve minimums, which is $1.99 each, or .199 cents per square inch. It is, therefore, evident that we have not only been sacrificing the profit on this size cut, but have actually handed the customer with every minimum half-tone a cash contribution of the difference between the billing price and $1.99, and your auditor's report shows that over one-half of the 31,312 half-tones made by the five firms were minimums.

For the other extreme of six 8 by 10's, the labor, secondary and material cost is $27.02 per day; adding overhead charges of $6.30, we have a gross cost of $33.32 for six 8 by 10's, which is $5.56 each, or .0695 cents per square inch. It is, therefore, evident that the square inch cost of ten-inch half-tones is nearly three times greater than eighty-inch half-tones.

TABULATION OF COST OF OPERATION AND OUTPUT PER CAMERA PER DAY.

	12 minimums, 120 sq. in.	9.8 average, 173 sq. in.	Six 8 by 10's, 480 sq. in.
Labor cost	$11.60 —.096*	$11.60 —.067*	$11.60 —.024*
Secondary cost	2.75 —.022*	2.74 —.015*	2.74 —.005*
Material cost	3.17 —.026*	4.54 —.026*	12.68 —.026*
Net shop cost	$17.51 —.145*	$18.88 —.109*	$27.02 —.056*
Office expense	6.30 —.052*	6.30 —.035*	6.30 —.013*
Total cost	$23.81	$25.18	$33.32
Cost per cut	1.99 —.199*	2.57 —.145*	5.56 —.069*

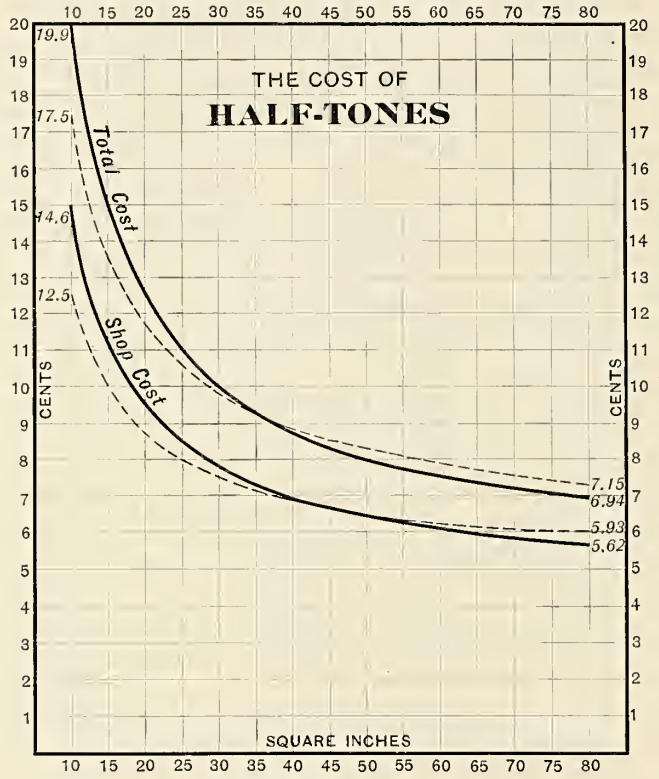
(*) indicates cost per square inch of each item.

To determine the cost of intermediate sizes we have assumed that the sum of the square-inch cost, plus the average-cut cost, is double the cost of a cut of any size, but

* NOTE.— The item of secondary cost covers all shop expenses not included in labor or material, such as rent, light, water, insurance, taxes, depreciation, etc.

we find it necessary to have recourse to two arbitrary factors, namely $1.50 each cut plus 5 cents per square inch, instead of $1 plus 5½ cents per square inch. This method gives $2 each as the cost of ten-inch cuts and $5.50 each as the cost of 8 by 10's; your auditor's figures being $1.99 and $5.56 for these sizes.

The cost of intermediate sizes is indicated by the curved lines on the diagram below; the dotted lines are the results of the cost records of another photoengraving plant.



While the estimate of the product per camera per day may not be accepted by all photoengravers, and probably will not be by the photoengraver who had no record of his own output for comparison, it should be remembered that this estimate is not based on the possible product, but on the goods actually delivered.

The diagram should make it clear to any photoengraver that, unless he can disprove the accuracy of these figures by his own records, he should, for his own good, accept the evidence that he is losing money on every minimum cut sold for less than $2, and that, if it were not for the handsome profit on large cuts, the loss on the small cuts would soon put him out of business.

Consider this: If twelve minimum half-tones per day per camera is an average day's output, the income, at $1.50 each cut, will be $18 per camera per day. To make six 8 by 10 half-tones per camera per day, at 15 cents per square inch, will produce $72 per camera per day.

As an evidence that the square-inch rate calls for a cash contribution with every small cut delivered, the following figures, taken from the monthly reports of a firm that keeps individual-cost records on every job turned out, are submitted:

Month.	Profit.	Loss.	Net Profit.
July	$1,541.61	$527.09	$1,014.52
August	1,842.26	609.23	1,233.03
September	1,475.08	565.08	910.00
October	1,622.70	649.05	773.65
November	1,330.74	634.93	695.81
December	1,254.25	291.38	962.88

The gross profit for six months was $9,066.64; thirty-eight per cent of this amount, or $3,476.76, was the actual loss on portions of the output (the profit on large cuts contributed to the buyers of small cuts), leaving a net profit of $5,589.89 on the six months' business.

What better evidence can be offered that the square-inch rate is the *curse of photoengraving*.

As the cost of making half-tones varies with the size, a scale of prices based on cost must necessarily be a sliding scale. The objection to a sliding scale seems to be that it will reduce the price for large cuts.

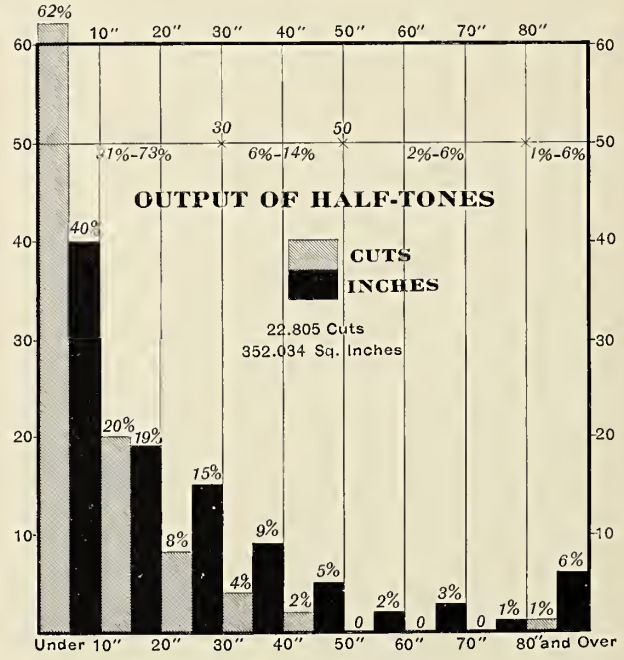
Photoengravers ask: If the buyers of large cuts are willing to pay 15 cents, why deliberately reduce the price; why not leave the price for large cuts at 15 cents and increase the minimum charge?

There are just three consistent reasons: First, an *equitable* scale of prices must be based on the cost of production; second, when the loss on small cuts has been cut out, there will be no need of anxiety concerning the price for large cuts; third, you do not make as many large cuts as you imagine — you have the copies in mind instead of the cuts.

As an evidence of the comparatively small number of large cuts made, here are some figures taken from the reports of another concern that has an accurate record of every cut made. These figures cover a total of 22,805 half-tones, aggregating 352,034 square inches, of which,

14,332 cuts, or 62%, were minimums.
4,663 cuts, or 20%, 10 to 20 square inches.
1,845 cuts, or 8%, 20 to 30 square inches.
956 cuts, or 4%, 30 to 40 square inches.
401 cuts, or 2%, 40 to 50 square inches.
149 cuts, or 0%, 50 to 60 square inches.
166 cuts, or 0%, 60 to 70 square inches.
54 cuts, or 0%, 70 to 80 square inches.
239 cuts, or 1%, over 80 square inches.
20,840 cuts, or 91%, were under 30 square inches.
1,357 cuts, or 6%, 30 to 50 square inches.
369 cuts, or 2%, 50 to 80 square inches.
239 cuts, or 1%, over 80 square inches.

A comparison of the per cent of cuts and inches of output is shown in the diagram below:



If a photoengraver has no records of his own output to compare with these figures, what better evidence can he ask than this diagram to be shown that the *large cut is*

only a phantom and should not be considered as a factor in deciding on any plan to reform the method of charging for photoengravings?

Supply Houses for the Square Inch Charge.

Photoengravers who conduct open shops will hold a convention in Toronto, Canada, beginning September 4. The Executive Committee of the Photoengravers' Association have taken advantage of the occasion to invite representatives of supply houses to meet with them, to discuss the effect on the trade of the application of the square-inch measurement to metals, instead of the present weight standard, for which change there is an agitation among some supply houses. If the change is made it may then be competent for the engravers to charge for engravings by the pound.

Where the Money Goes.

The spicy "magazine of newspaper comment," *Pointers*, the representative of the Great Western Type Foundry, Kansas City, publishes the following from C. L. Hobert, of *Progress*, Holden, Missouri, in its July issue:

One of the reasons why job printers make no money from jobwork is their ignorance of cost. For the benefit of those who think that labor and stock comprise all the cost of a job, let me submit the following "fifty-seven varieties" of additional expense:

1. Advertising.
2. Bad-weather delays.
3. Binders' cloth.
4. Brooms.
5. Cleaning.
6. Commercial club dues.
7. Commissions.
8. Depreciation.
9. Devil.
10. Donations.
11. Drayage.
12. Errors in estimating.
13. Express.
14. Freight.
15. Fuel.
16. Gage-pins.
17. Inks.
18. Interest on investment.
19. Insurance.
20. Laundering towels.
21. "Lost in transit."
22. Lubrication.
23. Long-distance telephone calls.
24. Light.
25. Machinery delays.
26. Messenger service.
27. Nails.
28. Night-work.
29. Paste.
30. Pencils.
31. Pens.
32. Telephone.
33. Postage.
34. Postoffice-box rent.
35. Power.
36. Proof delays.
37. Proof paper.
38. Proprietor's salary.
39. Public contributions.
40. Rent.
41. Repairs.
42. Rubber bands.
43. Soap.
44. Stationery.
45. Spoilage.
46. Strawboard.
47. Street sprinkling.
48. String.
49. Superintendence.
50. Tabbing glue.
51. Taxes.
52. Telegrams.
53. Towels.
54. Traveling expenses.
55. Tympan.
56. Unexpected rise in stock.
57. Wrapping paper.

Many of these are only 10-cent items; but, like "the little foxes that spoil the vines," they count by the end of the year. In No. 56 only one-eighth of a cent raise in book paper after you have given the fair association your bid for the annual catalogue and premium-list and before you get the order means about 40 cents. In No. 2 a blizzard will cut the working capacity of the shop sometimes fifty per cent. Under No. 7 a cigar may sometimes swing a job, yet is 5 cents commission just the same. No. 29 is the most inconsequential, involving only a few spoonfuls of flour from the home larder and made by the wife (whose time is worth nothing), yet, when we remember the number of millionaires who got their start by saving dimes it is well enough to consider it. Nos. 18 and 8 receive little consideration from many, and last, but not least — let the angels weep — some men have no more idea than a fishworm of No. 38. C. L. Hobert,
Progress, Holden, Missouri.

P. S.— Since writing the above the "devil" tapped the till for $10, which makes another classification.— H.

Pointers endorses this article, but offers a few minor suggestions: No. 22 should be underscored or divided into two numbers — Refreshments and Oil; No. 20 might be eliminated entirely. The items of Ice, Gasoline, Lye, Rags for washing presses, expenses due to Mistakes, Carelessness and Ignorance, and perhaps some others, might be added. The P. S. is probably all right, but if the amount the devil is charged with purloining had been placed at 30 cents it would sound more plausible.

QUESTION BOX



This department is designed to furnish information, when available, to inquirers on subjects not properly coming within the scope of the various technical departments of this magazine. The publication of these queries will undoubtedly lead to a closer understanding of conditions in the trade.

All requests for information demanding a personal reply by mail should be accompanied by a self-addressed, stamped envelope.

Aluminum.

(725.) "Kindly advise me from whom I can buy small strips of aluminum, say 2 inches wide and 18 inches long or larger?" *Answer.*— The Aluminum Company of America, 84 Van Buren street, Chicago.

Linotype Metal.

(730.) "I desire to buy one thousand pounds of linotype metal, and have had the Blatchford metal recommended to me. Would you kindly inform me as to what concern manufactures this metal?" *Answer.*— E. W. Blatchford Company, 230 North Clinton street, Chicago.

Goddess of Justice Blindfolded.

(726.) "Have you or can you tell me where I can secure a print of the 'Goddess of Justice,' in which she is represented as being blindfolded and with a sword in one hand and scales in the other?" *Answer.*— Curtis & Cameron, Pearce building, Boston, Massachusetts. We understand this may also be procured from the Congressional Library, Washington, D. C.

Cutting Corners of Post-card Albums.

(727.) "Could you please tell me what concern does the grade of work of cutting the different corners for post-card albums, so as to slip in the cards in the corners?" *Answer.*— You undoubtedly could have the corners cut by a local bookbinder or pressman. The Ideal Specialty Company, 541 West Jackson boulevard, Chicago, manufactures post-card albums, and we understand will do any part of the work.

Disputed Measurement.

(729.) "There is some dispute as to the number of ems in the enclosed machine composition work. Will you kindly report your measurement of the job?" *Answer.*— According to our way of measurement — which is the usual custom — the job contains 62,156 ems. Our operator would be credited with setting that much and we would charge accordingly. The last page we figure as double-price matter.

"Red Lion."

(732.) "Can you give me information as to the term 'Red Lion,' as applied to the printing business? The foreman remarked 'Red Lion' last night, and no one in the shop knew what he was talking about." *Answer.*— We have no knowledge of this having been used in connection with the printing business. It may be that it has local significance. If you will kindly inform us as to the circumstances under which your foreman used the term, we may be able to trace its origin.

BUSINESS NOTICES

This department is exclusively for paid business announcements of advertisers, and for paid descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Responsibility for all statements published hereunder rests with the advertiser solely.

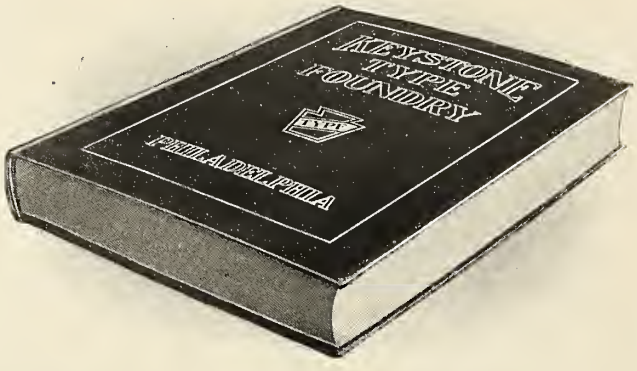
NEW KEYSTONE SPECIMEN-BOOK.

The new catalogue and specimen-book that has just been issued by the Keystone Type Foundry of Philadelphia is one of the most complete and practical books of its kind that has ever been issued. The pages are 9 by 12 inches in size, and the book consists of 650 pages printed on a heavy sized and supercalendered stock. This new specimen-book is the first concrete demonstration that gives the publisher and printer a proper idea of the growth of the Keystone Type Foundry during the past five years.

The specimen-book is very thoroughly indexed and is made up into departments which greatly facilitate the showing of type-faces and other material, and which will assist the printer and publisher in making a satisfactory selection.

The first department is confined to a mass of information for the printer regarding type and printing material, together with a full set of examples showing imposition of forms.

The body-type is shown in three different ways: first, a comparative showing of lower-case alphabets, complete;



second, a showing in a regular newspaper measure of thirteen ems, and lastly, a showing of the same faces in book measures of eighteen and thirty-two ems.

The job-faces are shown in sequence, from the smallest to the largest, but the particular point which will interest the buyer of type is the fact that nearly every face is shown in practical examples of ordinary job-composition, and these pages are printed in two colors throughout the book. It is plain to be seen that in designing this specimen-book the Keystone held before them the average limitation of the average office, and their idea in making up these display pages was to show their customers how the several faces could be used in the best manner by the average printer, by following the ordinary rules covering several classes and kinds of display. The effects of these sample-pages are good and in no case are they bizarre. The publication of a specimen-book of this size, with the practical examples printed in two colors throughout, represents considerable extra investment, which shows that the Keystone Type Foundry are reasonably certain that the money so invested will be amply returned, not only to themselves but also to their customers.

Immediately following the showing of body and job faces is a complete list and showing of the accents supplied by the foundry for all job and body faces in Bohemian, Danish, Norwegian, Dutch, French, German, Hungarian, Italian, Polish, Portuguese, Spanish and Swedish



printing. This section of the book contains a complete list of all accents as used in the several languages, and each face and size of Keystone type for which accents are supplied is designated by the exact number of accents that have been cut to date. This particular showing in the book in connection with a C. I. F. price-list, which will be issued shortly, will make it possible for the Keystone Type Foundry to circulate this book in every country in the world and show the printers and publishers of such countries the cost of their goods delivered in certain quantities at the most available port of entry in each country. The publication of this list of accents in connection with the C. I. F. price-list is the first real, consistent effort made by any typefoundry in this country to further the sale of their goods abroad along those lines which have proven so successful in other lines of merchandizing.

Following the department of accents is the complete showing of borders and ornaments, and cast and electrotype initials and cuts. This is practically in two colors throughout, and occupies 78 pages.

The section showing brass goods includes all the specialties manufactured by the Keystone and is a very large line in itself, occupying 38 pages.

The last department is about the most complete catalogue of printing material, tools, supplies and machinery that has ever been published as part of a typefoundry specimen-book, or as a special publication. This section covers 180 pages and is set throughout in six-point Harris Roman. It contains a complete showing of Keystone specialties, such as Paragon steel chases, Paragon brass galleys, Standard brass and zinc galleys, a full line of special and regular iron composing-room furniture, made from special designs, by a force of draftsmen kept constantly employed by the Keystone people in improving the working conditions among the best class of printers and publishers throughout the country. This is the most complete showing of this class of furniture that has ever been made and is fully illustrated by half-tones, each article being fully described with all specifications.

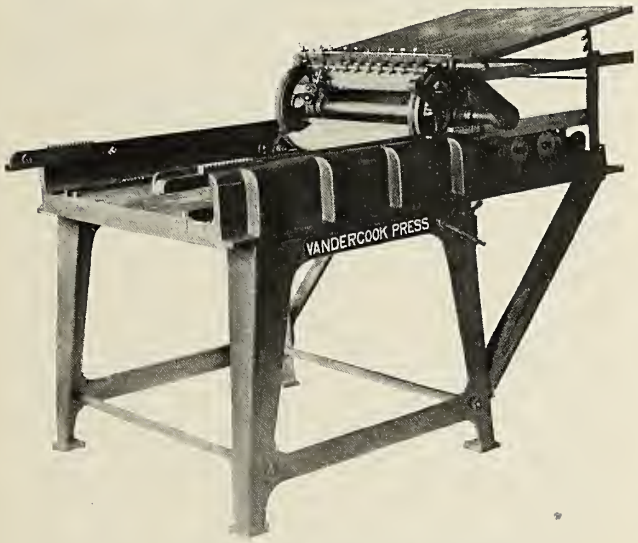
The machinery section shows a full line of Cottrell new series, high-speed, four-roller two-revolution presses, the Cottrell "Eclipse," the Cottrell new series single-revolu-

tion presses, for which the Keystone Type Foundry are general selling agents.

The first edition of this new Keystone specimen-book is being circulated to a special list, but it will undoubtedly be followed by a second edition for general distribution.

A NEW VANDERCOOK PROOF PRESS.

There is now on exhibition in Chicago a new press of much promise, and which is attracting a great deal of attention from printers in that city. The inventor, R. O. Vandercook, calls it the "Composing-room Cylinder." It is specially designed to take perfect proofs of forms of all sizes up to that of the largest newspaper page, in the quickest possible time. The new press is fed like a pony cylinder, and delivers the sheet automatically, while the ink distribution possesses certain novel features calculated to increase the economic operation of the machine. Large forms can be slid on and off the bed with ease, and no lock-up is required.



THE VANDERCOOK "COMPOSING-ROOM CYLINDER."

At an exhibition of the machine, at which a representative of THE INLAND PRINTER was present, a full page of the Chicago *Evening Post* was run off, giving a perfectly printed sheet, without any make-ready, while sheets run through several times showed perfect register. The newspaper form was then taken off and an envelope corner-card substituted, entirely unsupported by furniture. A perfect proof of this little form was obtained without change of tympan or inking arrangement. A severe test was then made, when a single forty-eight-point letter was put on the press, which inked and printed the unsupported character to perfect register without any change of adjustment after printing the full newspaper page.

There is a brass plate on the bed of the Composing-room Cylinder, which is easily removed, so that type can be printed direct from the galleys without any special adjustment. The saving in time in this arrangement is very great. The press is so constructed that the bed full of miscellaneous forms can be proved at one time, separate pieces of paper being laid on each form as desired. Further, the whole bed can be filled with mailing-galleys and printed to register on one sheet, which may afterward be cut into strips by a paper-cutter. For this special purpose the press will prove extremely useful to publishers who have large mailing-lists.

The most surprising feature of the new machine — particularly to those who have seen its excellent work — is its simplicity of construction and operation. There are absolutely no complicated parts, and every portion is easy of access, the inventor depending for the perfection of his idea on certain mechanical movements which have been worked out by him with much care and precision. The accompanying illustration, while small, gives an accurate idea of the press, which is certain to become popular in the modern printing-office.

MILLER SAW-TRIMMER COMPANY MOVES TO ALMA, MICHIGAN.

On September 1 the Miller Saw-Trimmer Company, of Milwaukee, Wisconsin, moved to its new location at Alma, Michigan, where it has had erected one of the most modern and complete plants of its kind in the United States. The factory is located on spur tracks from the Ann Arbor and Pere Marquette railroads, and is of fireproof brick and steel construction. The marvelous growth of this concern, the name of which has become so familiar to the printing trades, has made it necessary to increase its productive capacity, and the new plant will have approximately four times the floor-space of the old plant at Milwaukee. The capital stock of the company was recently materially increased, and it is the intention to manufacture not only saw-trimmers, but also other devices for the printing trade, among which is an automatic-feeding device for platen presses of the Gordon type.

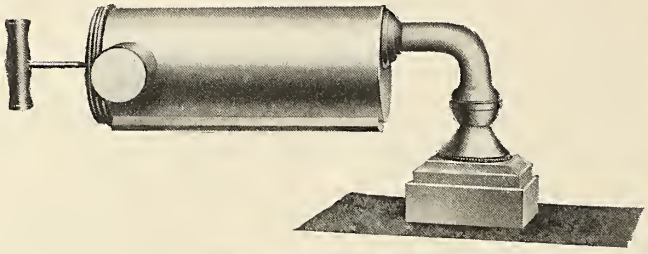
A reorganization of the company has been effected under the laws of Michigan, and in the future it will be known as "The Miller Saw-Trimmer Company of Michigan." The reorganization brings into the printing field several new personalities, among whom are A. M. Wright, president of the Advance Threshing Machine Company, and Francis King, of the extensive clothing establishment of Browning, King & Co. The officers of the new company are: President, Francis King; vice-president, F. H. Petrie; secretary and treasurer, Harry G. Miller. The latter still retains a controlling interest.

The marked increase in the business of the company necessitated the reorganization and a greater factory capacity. As an indication of the company's growth, the sales for 1910 have increased one hundred and twenty per cent over those for the same months last year.

AN EFFECTIVE TYPE-CASE CLEANER.

A clever printer has invented a new form of type-case cleaner, which does its work quickly, with no noise and without disturbing the type, and which makes no dust while in operation. It is known as the Vacuo-Bellows, and embodies the principles of the vacuum cleaner, with the advantage that it is very light, perfectly dust-tight, and so simple in construction that any boy can operate it effectively at the first attempt. It consists of an air-tight steel cylinder, fitted with a piston, the head of which is constructed with soft rubber packing to insure a perfect vacuum when the piston-rod is withdrawn. A wide air-tube of sheet steel connects the cylinder with the nozzle, the latter being perforated with fine holes, and attached to the air-tube by a universal joint, so that complete freedom in manipulating the device is maintained, no matter whether the case is on the frame or low down in the rack. A tightly fitting metal box supports a canopy of thick felt and surrounds the perforated nozzle, so that when

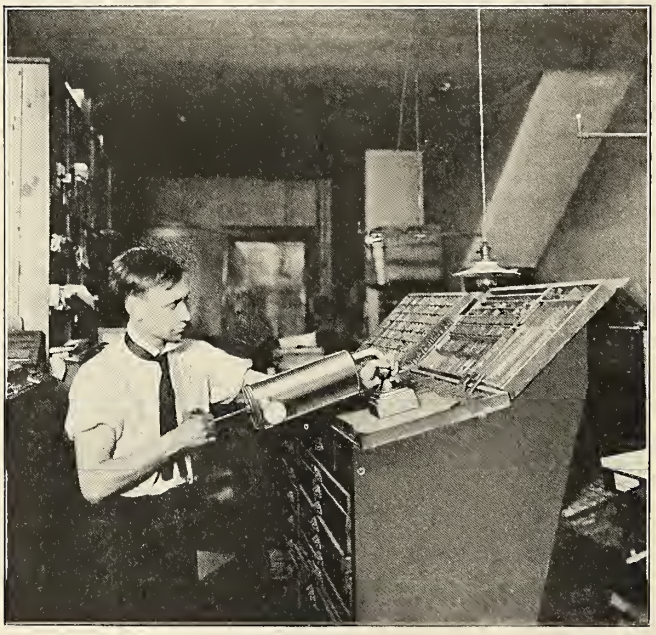
the vacuum pressure is established, everything in the type-box small enough to pass through the perforations in the nozzle is drawn into the cylinder and forced into a chamber containing a small dampened sponge. All the dust is collected in this one spot, and by removing the sponge and rinsing it occasionally, the machine is kept in perfect running order.



VACUO-BELLOWS TYPE-CASE CLEANER.

Showing the canopy and felt hood, which prevents dust arising when in use. The cylindrical projection on the side of the air chamber is the sponge cup where the dust is collected and moistened.

The accompanying illustrations convey a correct idea of the Vacuo-Bellows and its operation, which is briefly as follows: The left hand grasps the cleaner at the universal joint in the nozzle, and holds the felt canopy down over several type-boxes. The right hand forces the handle of the valve-rod forward, when a powerful jet of air is driven against the contents of the box. As the rod is withdrawn, the vacuum takes up the dust completely and "stores" it in the sponge-packed chamber, which may be opened and cleansed from the outside. It is while the dust is being



THE VACUO-BELLOWS IN USE.

The construction of the nozzle permits the upper case to be cleaned without removing it from the frame.

agitated in the boxes that the suction is applied, and in this respect the device is superior to an ordinary vacuum cleaner, which works by suction alone, the contents of the boxes being moved about either by hand or with a brush nozzle.

The machine is handsomely finished in oxidized-copper effect, and, being of few parts and of strong metal throughout, should last for years with ordinary care. It sells for $10, and is made by the Feeny-Nossett Manufacturing Company, makers of type-case cleaners, Muncie, Indiana.

"SWAN" COATED BOOK-PAPER.

We show herewith a reproduction of the cover of a handsome booklet, recently gotten out by the West Virginia Pulp and Paper Company, to further the interests of its Swan book-paper. The booklet consists of sixteen pages and cover, all printed on Swan paper, and contains all classes of letterpress in black and colors. The work is excellent throughout and is a credit to Rogers & Co.,



whose imprint it bears. The West Virginia Pulp & Paper Company is one of the largest manufacturing concerns in the United States, having thirteen mills in operation in different localities, with twenty-three modern paper machines. The superiority of its output is in evidence in the excellent printing quality of the paper shown in this booklet.

UNIQUE PRIZE COMPETITION FOR MASTER PRINTERS.

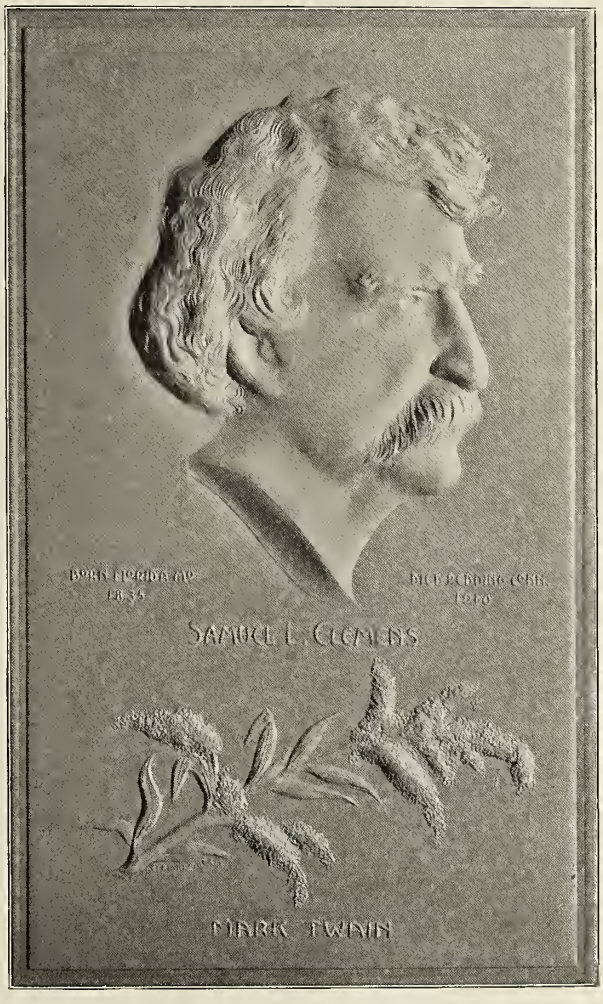
The American Type Founders Company has hit on a new idea in prize contests, and one which promises most interesting results. It specially interests the employing printers, although open also to employees. Awards of $100, $75, $50, $40, $30, $20 and $10 — $325 in all — are offered for booklets which excel in advertising effectiveness, typographic style, technical excellence, and appropriateness of type-display and size and selection of paper and cover-stock. All contestants are to use the same copy. This copy for a booklet has been carefully prepared with a view to being an excellent advertisement for all printers in cities of all sizes. It is expected that the contestants will utilize the competing booklets in their respective territories as a means of procuring orders, so that, even if not

so fortunate as to win an award, they may be benefited in a greater degree by their own advertising. In fact, the object of the competition is to stimulate advertising for printing orders and to improve advertising ideas in the printing trade.

The competition closes October 1, 1910. Full particulars, with the conditions and copy for the booklet, are printed in the August issue of the *American Bulletin*, procurable at any branch of the American Type Founders Company. There are no restrictions on the size and the shape of the competing booklets. The names of the seven successful printers, with their portraits, will be published in the November issue of the *American Bulletin*.

EMBOSSING DE LUXE BY A CHICAGO FIRM.

Some fine specimens of embossing, both blind and in colors, have been received from the Chicago Embossing Company (Incorporated), of 126 North Union street, Chicago. After much experimenting and a careful study of the best foreign methods, this company has succeeded in



SPECIMEN OF HIGH EMBOSSING FROM BAS-RELIEF OF C. BEATY.

producing embossed work one-half to three-quarters of an inch in depth, the effect being that of true bas-relief, with remarkable sharpness of outline and delicacy of modeling. One of the richest specimens of this embossing that we have seen is used in the " Woodcraft " book, the large catalogue of the Skandia Furniture Company, of Rockford, Illinois, and which has been favorably commented on by numerous trade journals. In addition to making catalogue covers for the trade, the Chicago Embossing Company is issuing some attractive and timely novelties in bas-relief, made of composition material, and specimens of various kinds, together with estimates, will be sent to printers and others who are interested in the better kind of embossing. The company was organized in November, 1908, as a partnership, and although the beginning was small, it has developed into a corporation having one of the most completely equipped embossing plants in the West. The engraving department is under the personal supervision of Oscar Fischer, secretary and treasurer; the embossing and printing is in charge of John Zitka, president, while A. W. Zitman, the vice-president, looks after the sales and general business management. The company has secured the services of C. A. Beaty, a prominent Chicago artist, a specimen of whose work is reproduced herewith.

DEVELOPMENTS IN THE LINO-TABLER SYSTEM.

Two new and remunerative classes of employment, one for hand compositors, the other for linotype operators, are the result of the introduction of the Lino-Tabler system, recently invented by Ashton G. Stevenson, of Chicago, into the printing-houses of the country. A rapidly increasing demand for printers and operators versed in the art of tabular composition and make-up has made it necessary for the Chicago Lino-Tabler Company to give special attention to plans for placing this class of workmen in touch with employers who have installed the system.

While strong points of the new tabular system are its extreme simplicity, and the readiness with which operators, hand compositors and stonemen grasp its possibilities, the fact remains that a high degree of proficiency will be more quickly attained by those with a natural aptitude for tabular work, but it is claimed for the Lino-Tabler system that a very short time is sufficient for operators without experience to become expert tabular men.

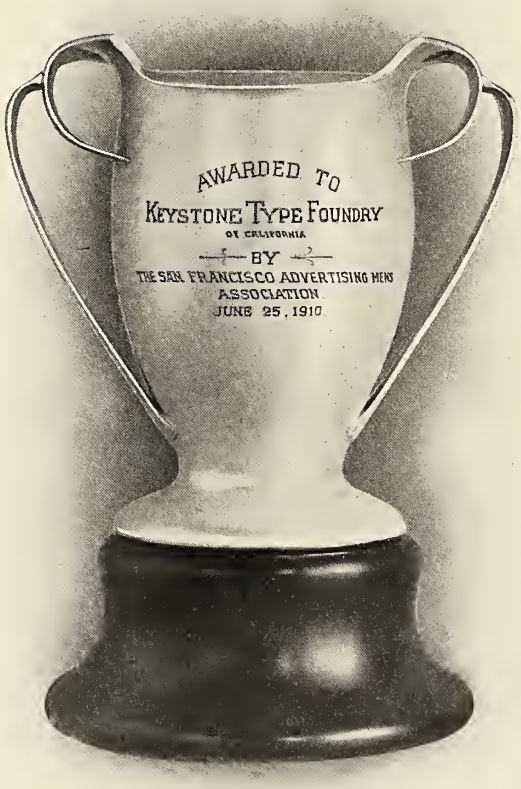
Linotype and combination plants in various cities are having their entire batteries of linotype machines equipped with Lino-Tabler matrices, while others have the system installed for only part of their machines. When the claim of the company that " the system makes straight matter of tabular matter " is taken into consideration, it is not difficult to realize the degree of speed with which a four-machine plant, for example, will cause a stack of tariff or other tabular copy to melt into slugs, to which the application of the vertical rules is practically instantaneous. A leading Chicago printing-house, whose composing-room superintendent has an international reputation for progressiveness in introducing practical time-economizing methods, has just completed a railroad tariff of nearly seven hundred pages, on which, owing to the short time in which it was necessary to complete the work, both linecasting and separable typecasting composing machines were used on precisely the same character of matter. In addition to the great saving of time on the machine, as between the line-cast and individual-type methods, it was demonstrated that the sixteen-page forms of Lino-Tabled matter could be locked up in very much less time than the type-forms, while in the pressroom the make-ready time was considerably less, and the absence of drop-outs and work-ups rendered a speed of 1,700 impressions an hour entirely practicable. Owners of plants in which both classes of composing machines are operated are now enabled, through the use of the new tabular system, to throw their entire equipment into operation on the same contract, thereby

equalizing the pressure on the departments, and eliminating much of the overtime, with its attendant disadvantages, quite generally as unsatisfactory in the various mechanical departments as in the "front office."

An interesting table of comparative costs of the different methods of composition is being prepared by the Lino-Tabler company, and a forecast of the results which have been found appears in the company's announcement on the frontispiece of this issue of THE INLAND PRINTER.

PACIFIC COAST ADVERTISING CONVENTION.

On June 22 to 25 an advertising convention was held in San Francisco, which proved a marked success, every industry vying with competitors in attractive display. To stimulate the interest of advertisers, the management arranged a competition for a silver cup, to be awarded to the most



meritorious exhibit. The San Francisco branch of the Keystone Type Foundry carried off the prize. They had a complete printing exhibit, and in their own boom literature made a specialty of the Panama-Pacific Exposition, reproducing the advertisement from the Washington (D. C.) *Post*, telling why San Francisco should get the exposition. An illustration of the cup is shown herewith.

CREMAIN, A NEW COMPOSITION GOLD LEAF.

For several years metal-leaf beaters have been trying to produce a substitute for real gold leaf which will be nontarnishing. Numerous beaters of composition gold leaf have introduced supposedly untarnishable substitutes for real gold, but it is said that, with one exception, these have proven to be of questionable value. There are several manufactured tissues intended to replace to some degree the use of gold, but these are not beaten metal, which is the only satisfactory method of producing a successful leaf. They are made from bronze, mixed with liquid and sprayed out in sheets and allowed to dry. These are difficult of application and are at best indifferent substitutes for the genuine metal.

After a great deal of experimentation, Cramer & Mainzer, of Fuerth, Bavaria, have succeeded in producing a composition gold leaf, which is said to be positively nontarnishing. It has been submitted to various tests in the past few years and has stood them all, no tarnishing being apparent even after prolonged exposure to the atmosphere, both indoors and out. The new leaf, which is called "Cremain," is put up either nontarnishing on one side only, or on both sides. It is a beaten metal leaf, soft and pliable and of perfect working qualities, and is applied with an ordinary reduced fish-glue size.

James H. Furman, 36 La Salle street, Chicago, is the sole agent for "Cremain" in the United States, and he has already introduced the new product in some of the largest binderies in the country, with the greatest satisfaction to the users. A large stock is carried, from which prompt shipments can be made. Mr. Furman is seeking representatives in the principal American cities, and the indications are that the new composition leaf will enjoy a wide sale.

AN EFFECTIVE AUTOMATIC ROLLER-CLEANSING DEVICE.

The Samuel Crump Company, of 10 Vandewater street, New York city, is making an attachment for rotary newspaper, magazine, flat-bed and multicolor presses, which concurrently cleans the rollers, distributors and the form while the press is running, without removing the composition rollers, as they are afterward set off and allowed to remain in the press.

The distributing mechanism is utilized to transfer kerosene or benzin to kill the color, and, at the same time, scrape it out from any convenient composition roller in the train, and drain the color and solvent into a can. The usual time required for cleaning the form, rollers and distributors varies from one to three minutes; to this must be added the time required for handling the press for other purposes. The makers claim that nothing in handwork compares with this attachment in effectiveness and speed, and the use of rags is entirely eliminated. The quantity of solvent required is materially reduced, and the running time of the press is largely increased. Several of these attachments are in use in New York city, where they are giving the greatest satisfaction. A detailed description of the device may be had on application to the inventor, Mr. Samuel Crump, at the New York office of the company.

ONE-LINE SPECIMENS OF LINOTYPE FACES.

The Mergenthaler Linotype Company has just issued a compact catalogue of one-line specimens of linotype faces, which makes a condensed specimen-book of practically all the faces up to the time of printing the book, containing more than five hundred different faces, including one-letter, two-letter, Rogers tabular, foreign, headletter and advertising-figure faces. Recent improvements in the Linotype machine have so broadened its scope that it now accepts matrices and casts slugs from five-point to thirty-six-point in size. Among the foreign faces shown are German, Greek, Hebrew, Russian, Servian and Arabic.

WANT ADVERTISEMENTS.

Prices for this department: 40 cents for each ten words or less; minimum charge, 80 cents. Under "Situations Wanted," 25 cents for each ten words or less; minimum charge, 50 cents. Address to be counted. Price invariably the same whether one or more insertions are taken. **Cash must accompany the order to insure insertion in current number. The insertion of ads. received in Chicago later than the 15th of the month preceding publication not guaranteed.**

BOOKS.

"COST OF PRINTING," by F. W. Baltes, presents a system of accounting which has been in successful operation for many years, is suitable for large or small printing-offices, and is a safeguard against errors, omissions or losses; its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. 74 pages, 6¾ by 10 inches, cloth, $1.50. THE INLAND PRINTER COMPANY, Chicago.

FOR SALE — Volumes XVI to XLV, inclusive, INLAND PRINTER, excellent condition; sent prepaid to any part of United States for $50 cash or postal money-order. JOHN M. MURRAY, Inglewood, Cal.

PAPER PURCHASERS' GUIDE, by Edward Siebs. Contains list of all bond, flat, linen, ledger, cover, manila and writing papers carried in stock by Chicago dealers, with full and broken package prices. Every buyer of paper should have one. 25 cents. THE INLAND PRINTER COMPANY, Chicago.

PRACTICAL FACTS FOR PRINTERS, by Lee A. Riley; just what its name indicates; compiled by a practical man, and said to be the most practical little book ever offered to the trade; 50 cents. THE INLAND PRINTER COMPANY, Chicago.

PRICES FOR PRINTING, by F. W. Baltes. Complete cost system and selling prices. Adapted to any locality. Pocket size. $1 by mail. THE INLAND PRINTER COMPANY, Chicago.

SIMPLEX TYPE COMPUTER, by J. L. Kelman. Tells instantly the number of picas or ems there are in any width, and the number of lines per inch in length of any type, from 5½ to 12 point. Gives accurately and quickly the number of ems contained in any size of composition, either by picas or square inches, in all of the different sizes of body-type, and the nearest approximate weight of metal per 1,000 ems, if set by Linotype or Monotype machine. Price, $1.50. THE INLAND PRINTER COMPANY, Chicago.

BUSINESS OPPORTUNITIES.

CAPITAL WANTED to manufacture the perfected Hunkins newspaper mailer; have working drawings and patterns; also a complete machine built; have also combination rotary addressing job-press planned. Address A. B. HUNKINS, Mason City, Iowa.

EASTERN AGENCY — Undersigned can represent a few more manufacturing concerns of first-class machinery for the printing trade; correspondence solicited. FRANK NOSSEL, 38 Park Row, New York.

FOR SALE — Good country newspaper and job outfit in a growing town in southern Idaho. K 946.

FOR SALE — Half interest in established publishing house and job-office; best town in South. OWNER, 320 S. 60th st., Birmingham, Ala.

FOR SALE — On account of ill-health, which makes change of climate necessary, the plant and business of the MELTON PRINTING COMPANY, Dallas Tex., is for sale; a modern equipped plant, good condition, invoice $13,000, doing highest-class work in the city, known throughout the State for its high-class product; would sell all or part to good business manager who could take complete management for year or two.

FOR SALE — Photoengraving plant; equipment high-class; money-maker; easy terms. K 966.

MACHINE PHOTOGRAVURE — The trade supplied; engraved rollers and plates for intaglio printing by my new and improved Rapid Photogravure Process — superior quality. For particulars and instructions address K 953, care New York Office, Inland Printer.

NEWSPAPER AND JOB OPPORTUNITY; Massachusetts town, nearly 10,000 population; weekly newspaper, established 1887; new job outfit — 16 by 21 and 7 by 11 presses; all town printing and legal advertising; $300 worth of town ads. in August; only printing-office in town; finest chance ever; previous editor was member of Legislature, etc.; four cities within few miles; dozens of new houses going up; will sell for $2,500 cash, or part can be arranged on easy terms. K 954.

OWNER WISHING TO RETIRE offers for sale the Bishop Press, Kansas City, Mo.; a modern equipped plant doing an unsolicited and profitable business, amounting to $24,000 per year; have facilities for larger volume of work, which can be had by soliciting; $12,000 part cash, balance on reasonable terms. Address THEODORE BISHOP, 14th and Oak sts., Kansas City, Mo.

PRINTING-OFFICE — Wanted, capable and experienced printer to purchase half interest in large job-office; town of 85,000 population, close to New York and Philadelphia markets; practically new equipment; good business, which can be largely increased. Reply, with references, to K 943.

PRINT-SHOP FOR SALE in progressive California town of 32,000; well equipped plant, almost new; doing average monthly business of $650; growing rapidly; splendid location; will take part cash, balance to suit purchaser; splendid chance for good, practical man; other interests reason for selling. Write WALTER ERNST, 1144 "J" st., Fresno, Cal.

SMALL JOB-OFFICE FOR SALE — Can be used in connection with a country weekly or any other mercantile business; invoice on application; cash price, $350; Address LYNNE WALKER, Waverly, Iowa.

Publishing.

WE SELL periodical-publishing businesses; trade papers from $2,500 up. Ask for bulletin. HARRIS-DIBBLE COMPANY, Masonic bldg., New York.

FOR SALE.

BOOKBINDERS' MACHINERY; rebuilt Nos. 3 and 4 Smyth book-sewing machines, thoroughly overhauled and in first-class order. JOSEPH E. SMYTH, 108-128 N. Jefferson st., Chicago.

FOR SALE — Two Universal automatic typecasting machines, in first-class condition and complete without molds. THE AMERICAN MULTIGRAPH COMPANY, Cleveland, Ohio.

FOR SALE — 32 by 47 Optimus 2-revolution, 4-roller, front sheet delivery, air springs; 25 by 35 Potter drum, 2-roller, air springs, tapeless, back-up motion; Latham wire stitcher, ¼ to 1¼ flat only; Montague & Fuller embossing machine, 16 by 21, with complete inker attachment; 17-inch Sheridan roller backer, "Perfection"; Brown folding-machine, 3 and 4 fold, paster, trimmer, 28 by 42 sheet; Hickok ruler, 32-inch, feint line; all machines guaranteed in fine condition, good as new. BRONSON & SON, 409 Dearborn st., Chicago. Large list of printers' and binders' machinery and materials at our house, Chattanooga, Tenn.

HOE LITHO PRESS — Stone 24 by 34 inches; condition perfect; price low. McCOY & BRANDT, 410 House bldg., Pittsburg, Pa.

IRON STEREOTYPE BLOCKS (196), sold in sets of 16, size 5 7-16 by 8⅝ inches outside; 5 by 8⅛ largest plate, 4¼ by 7⅝ smallest plate; these blocks may be cut down to 2-em picas narrower and 1-em pica shorter; guaranteed on 30 days' trial at $2.50 per block; wood blocks same sizes, 90 cents each. A. F. WANNER & CO., 342 Dearborn st., Chicago, Ill.

PATENT HOOKS — We have hooks and blocks, all guaranteed in good shape, at the following low prices: Eureka hooks, 6 by 6 ems, each 45 cents; Pony narrow-margin hooks, 6 by 7 ems, each 35 cents; Morgans & Wilcox hooks, 8 by 8 ems, each 25 cents; Quetsch register hooks, 6 by 8 ems, each 35 cents; Ideal register hooks (Rouse), 6 by 6 ems, each 25 cents; Morgans & Wilcox register hooks, 5 by 8 ems, each 25 cents; Challenge metal hooks, 8 by 9 ems, each 20 cents; 200 wood blocks, sizes from 3½ by 5 to 8 by 11 inches. A. F. WANNER & CO., 342 Dearborn st., Chicago.

43 by 56 COTTRELL, 4-roller, 2-revolution press; good condition, now running; replacing with a perfecting press. One Latham 32-inch Rival power cutter; good condition; replacing with larger machine. THE STEEG PRINTING & PUBLISHING CO., New Orleans, La.

HELP WANTED.

ARE YOU LOOKING FOR WORK? — File your name with The Inland Printer Employment Exchange and it will reach all employers seeking help in any department. During the past few months we have received calls for the following: Job printers, 10; machinist-operators, 4; linotype operators, 5; monotype caster, 1; superintendents and foremen, 10; all-around men, 2; rulers and forwarders, 11; salesmen, 2; stonemen, 2; compositors, 17; wood engraver, 1; artist, 1; pressmen, 5; proofreaders, 3; stereotyper, 1; electrotype finisher, 1; office man, 1. Registration fee, $1; name remains on list as long as desired; blanks sent on request. THE INLAND PRINTER COMPANY, 120 Sherman st., Chicago.

Artists.

WANTED — Artist who understands general newspaper work, including cartoons, lay-out, retouching, etc., to take charge art department; splendid opportunity for competent man. Address GRIT, Williamsport, Pa.

Bookbinders.

WANTED — A nonunion bindery foreman; one who has had experience in large edition and catalogue binding and a general line of machines for commercial work; references required regarding ability and habits; permanent position with good wages and every opportunity for advancement to right man; location in the Central States. I 938.

WANTED — First-class finisher, competent to act as foreman and take charge of modern bindery; open shop. DAMERON-PIERSON CO., Ltd., 317 Camp st., New Orleans, La.

WANTED — Ruling-machine apprentice; one that has had about two years' experience; permanent position and good chance for advancement; Pacific coast city. I 935.

"OROTYP"—Have You Tried It?

WE OFFER YOU A PERFECT GOLD INK

An ink which will stand up under the most exacting requirements, and secure a rich, brilliant effect. If you are anxious to produce perfect results, let us send you a can ON APPROVAL.

Four shades: Light Gold, Deep Gold, Aluminum, and Copper

MANUFACTURED BY

THE CANADIAN BRONZE POWDER WORKS

MONTREAL TORONTO VALLEYFIELD

Agents Wanted

DISTRIBUTING AGENT FOR UNITED STATES

JAS. H. FURMAN, 36 La Salle St., Chicago, Ill.

HELP WANTED.

Compositors.

COMPOSITOR WANTED — High-class, educated job-printer, capable of doing typefounder's specimen work; good position for right party; specimens of work with application will save time. Address W. A. PARKER, 300 Communipaw av., Jersey City, N. J.

WANTED — Two compositors, specialists on high-class commercial work; 8 hours; permanent situations to right men; send samples. K 926.

Engravers.

WANTED — Engraver capable of taking charge of small plant; good opening for right man. THE STANDARD PUBLISHERS, Ltd., Regina, Can.

Foremen, Managers and Superintendents.

WANTED — A live man for superintendent of large specialty-printing establishment in New England employing 350 hands; must have thorough technical knowledge and experience in printing and printing mechanics, and the ability to get production; state fully qualifications, references and salary expected. K 951.

WANTED — A man to take charge of printing establishment in a growing Southern city; must be competent and experienced in making estimates; one preferred who will invest some money. K 969.

WANTED — Foreman for open shop composing-room running three Linotype machines and 15 to 20 people; modern, up-to-date equipment; applicants must be orderly and systematic, able to lay out all classes of fine catalogue work, tariffs, railroad and general book and job composition. Apply, with references, to K 488.

Lithographer.

WANTED — Lithograph designer and engraver; one who has had experience on colorwork preferred; permanent position and good wages to right man; references regarding ability and habits required. I 554.

Miscellaneous.

LAY-OUT AND "DUMMY" MAN WANTED — The advertiser is a large specialty corporation, operating a small printing-plant of its own, handling about $200,000 worth of printing a year, much of which printing takes the form of booklets, catalogues and folders; the advertising department is in need of an expert lay-out and "dummy" man who has had experience in printing, but particularly a man who has handled the higher grade of catalogue, booklet and folder work. Please forward complete data in your first letter, stating your age, experience, amount of compensation required and samples of your work, together with references. All applications will be considered as confidential, but immediate action is necessary. I 903.

TO PRINTERS — We need a foreman for the composing-room — a good, live, energetic and earnest man who knows his business and can handle men.

A pressman who can make ready on and operate two Miehles, and demonstrate he is worth more than the scale.

A proofreader who can find the errors and O. K. the margins.

We employ union labor and offer exceptional terms to high-class men. If you believe you are worth more than the average, and want steady work and advancement with a growing concern, write us. We operate an up-to-date plant in Chicago. K 963.

Pressmen.

PLATEN PRESSMAN — understanding half-tone colorwork, having executive ability; steady work; union. P. O. BOX 593, Troy, N. Y.

Proofreaders.

PROOFREADER — Thoroughly qualified to handle all classes of work; permanent position to competent man. Address, with references, WILLIAMS & WILKINS COMPANY, 2427-29 York road, Baltimore, Md.

Salesmen.

WANTED — By a printing company located in the Central States, an experienced salesman; references as to habits and ability required; every opportunity to a good man. In answering, please state salary desired. I 518.

INSTRUCTION.

A BEGINNER on the Mergenthaler will find the THALER KEYBOARD invaluable; the operator out of practice will find it just the thing he needs; exact touch, bell announces finish of line; 22-page instruction book. When ordering, state which layout you want — No. 1, without fractions; No. 2, two-letter with commercial fractions, two-letter without commercial fractions, standard Junior, German. THALER KEYBOARD COMPANY, 505 "P" st., N. W., Washington, D. C.; also all agencies Mergenthaler Linotype Company. Price, $4.

A LINOTYPE SCHOOL AT HOME — The Eclipse keyboard, complete, at $4, includes best Linotype keyboard course on market; starts the beginner on right path; will make a "swift" out of the operator who lacks speed; either standard or two-letter arrangement; circular on request. ECLIPSE KEYBOARD COMPANY, 117 South Bonner st., Dayton, Ohio. Following agencies: Empire Linotype School, 419 First av., New York city; A. E. Moissan, Box 1118, Winnipeg, Man., Canada.

LINOTYPE INSTRUCTION — Twelve weeks' very thorough operator-machinist course, $80; great demand for operators at the present time; large, well-equipped school; hundreds of graduates. Write for date of next opening. EMPIRE MERGENTHALER LINOTYPE SCHOOL, 419 First av., New York.

N. E. LINOTYPE SCHOOL, 7 Dix place, Boston, Mass. Four-machine plant, run solely as school; liberal hours, thorough instruction; our graduates succeed. Write for particulars before deciding.

MISCELLANEOUS.

HAVE 2,000 high-grade electrotyped cuts — trade and ornamental — for sale at 10 cents each; regular 25-cent to 75-cent kind. Send for proofs. Money back if wanted. Early orders get the pick. GRAMLICH & BAUHAHN, 1999 Clinton av., New York city.

SITUATIONS WANTED.

DO YOU WANT HELP FOR ANY DEPARTMENT? — The Inland Printer Employment Exchange has lists of available employees for all departments, which will be furnished free upon receipt of stamped, self-addressed envelope. THE INLAND PRINTER COMPANY, 120 Sherman st., Chicago.

Artists.

FIRST-CLASS all-around commercial artist would like to change; capable of taking charge; can handle Ben Day; colorwork; good estimator; 10 years' experience; married, sober; engraving house preferred. K 971.

Bookbinders.

BOOKBINDER — All-around operator, adjuster, machinist; every variety folding and feeding machines, cutters, trimmers, sewers, wire stitchers, etc., can figure and improve defects better than the average crack; not seeking highest wages, but appreciates credit for knowing emphatically that machines are not the acme of perfection; I am not swelled nor chesty, but willing and ambitious anywhere, any time; can furnish a variety of help, general bookbinders, etc.; also fair printing impressor. FRANK PORLIER, 211 W. 16th st., New York city.

SITUATION WANTED as superintendent, manager or foreman of a bookbindery, by a practical binder with years of experience; thoroughly understands bookbinding in all its branches. K 932.

WANTED — Position as finisher and foreman in a well-established bindery; am thoroughly competent; Middle or Western States preferred. K 967.

Engravers.

FIRST-CLASS PHOTOENGRAVER, competent in all that includes engraving, desires to make a change. I 936.

WANTED — Position by all-around photoengraver; experienced in commercial and newspaper work; newspaper shop preferred. BOX 61, Sulligent, Ala.

Foremen, Managers and Superintendents.

AS SUPERINTENDENT or foreman; capable of assuming complete charge of plant; sober and hard worker; would consider investment in growing concern. K 929.

FOREMANSHIP by practical printer; has handled all branches of trade. FOREMAN, care A. Russ, 246 Hudson av., Albany, N. Y.

FOREMAN, with thorough understanding of high-grade printing and of supervising it in composing-room, pressroom and bindery, desires engagement. K 492.

MANAGER OR SUPERINTENDENT wants position; I have had wide experience in all branches of the printing business and am thoroughly posted and familiar with present-day methods of manufacturing; have had 20 years' experience as manager; am a good executive and can successfully handle employees as well as customers. I 939.

MANAGER — Practical printer, estimator, solicitor wants position in book, catalogue or commercial job-printing plant; good references; married; age 28; want to locate West. K 831.

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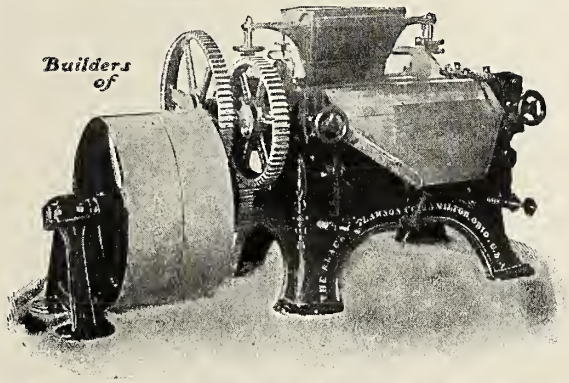
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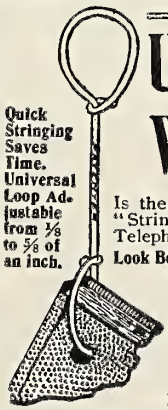
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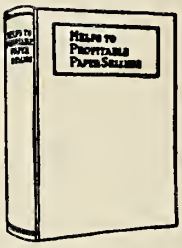
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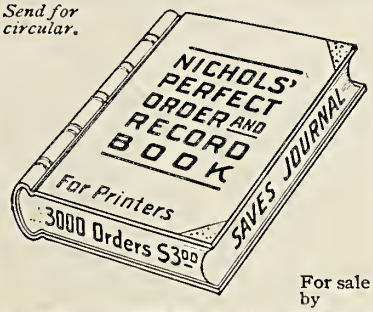
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CLIMAX REGISTER HOOKS

ARE

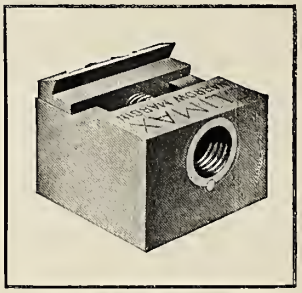
SIMPLY PERFECT

BECAUSE

PERFECTLY SIMPLE



Front view
Climax Register Hook, No. 2.



Rear view
Climax Register Hook, No. 2, showing renewable steel bushing.

If you could see

the pleased smile that invariably comes over the face of an experienced pressman the moment he first sees a Climax Register Hook; If you could see the way this smile broadens into a satisfied grin the more he examines it; If you could see the ease with which a perfect register is secured and maintained with them; If you could see the extremely narrow margins which they permit; If you could see the simple, solid, substantial hook that does all this, and if you could then see the constantly increasing flood of orders — mostly *repeat* orders — which we are continually receiving for them from the foremost printers in America,

You would believe

what the users know, that



Climax Register Hooks in position for minimum margins.

CLIMAX REGISTER HOOKS ARE SUPREME!

If you print from plates you need register hooks; and if you want the *best* register hook — the hook that has "made good," wherever used — *you want the Climax Register Hook.*

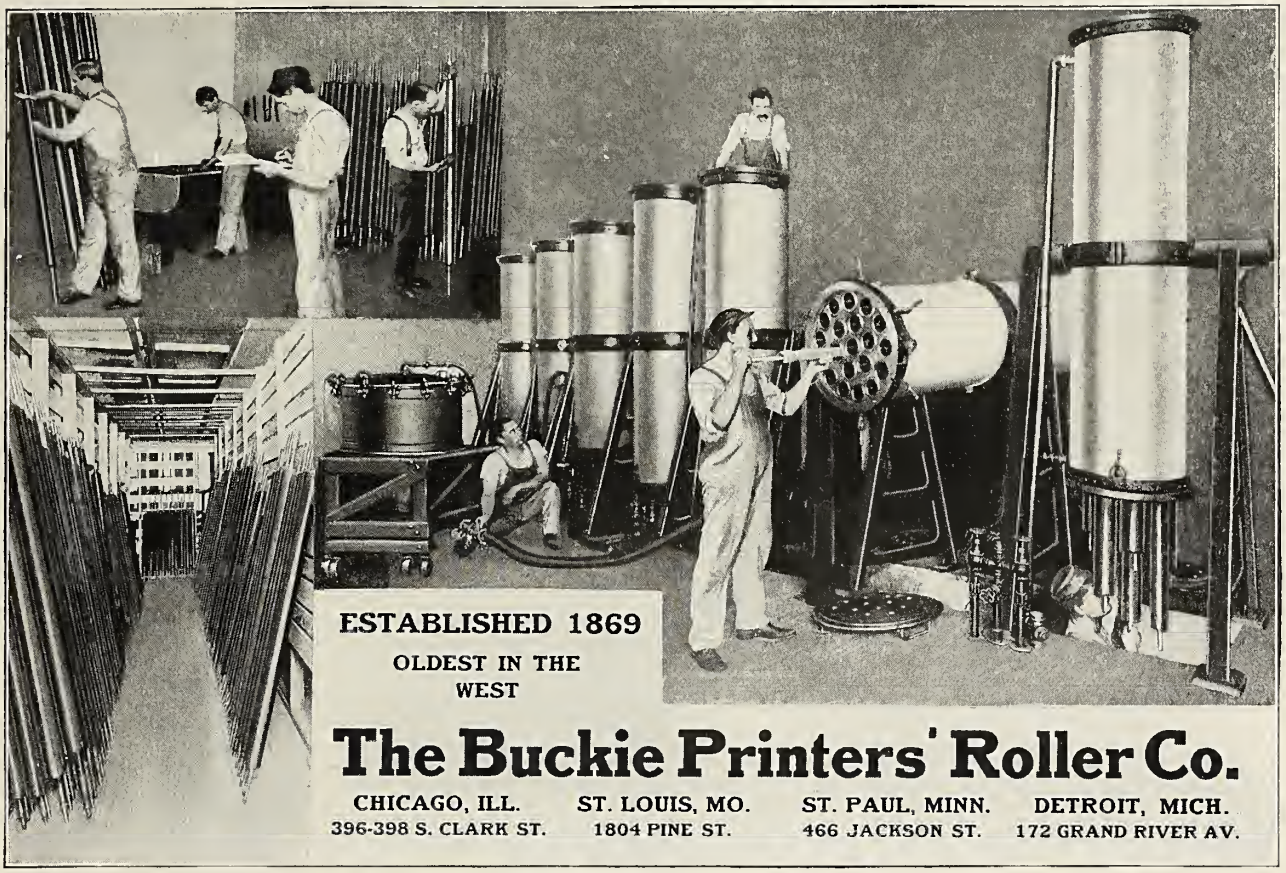
If in doubt, ask the users, they *know.*

Sole Makers and Patentees

H. B. ROUSE & CO., 2214-2216 Ward St., CHICAGO

The Register Hook People

(SOME CORNERS OF OUR CHICAGO FACTORY)



ESTABLISHED 1869

OLDEST IN THE WEST

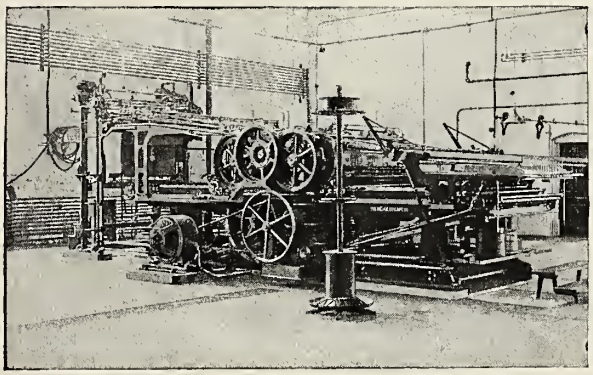
The Buckie Printers' Roller Co.

CHICAGO, ILL. 396-398 S. CLARK ST.
ST. LOUIS, MO. 1804 PINE ST.
ST. PAUL, MINN. 466 JACKSON ST.
DETROIT, MICH. 172 GRAND RIVER AV.

WESTINGHOUSE ELECTRIC

Get rid of your shafting and belts

and you get rid of a lot of trouble in your print-shop



Westinghouse Motor Driving 2-color Miehle Press

The way to do it—

Equip each of your machines with its own Westinghouse Motor. The application of electric power direct to machines puts an end to all transmission troubles and losses. It does away with all dirt and grease attending mechanical drive.

Westinghouse Electric & Mfg. Co.
PITTSBURG, PA.

Sales Offices in all Large Cities.
For Canada--Canadian Westinghouse Co., Ltd., Hamilton, Ontario

MEMBER OF AMERICAN ASSOCIATION ELECTRIC MOTOR MANUFACTURERS

ON INLAND SEAS

D & C LAKE LINES



YOUR VACATION TRIP

ALL the important ports on the Great Lakes are reached regularly by the excellent service of the D. & C. Lake Lines. The ten large steamers of the fleet are of modern steel construction and have all the qualities of speed, safety and comfort.

The D. & C. Lake Lines operate daily service between Detroit and Cleveland, and Detroit and Buffalo, four trips per week between Toledo, Detroit, Mackinac and way ports, and two trips per week between Detroit, Bay City, Saginaw and way ports.

About June 25 a special steamer will leave Cleveland twice a week direct for Mackinac, stopping only at Detroit every trip and Goderich, Ont., every other trip.

Send two-cent stamp for illustrated pamphlet and Great Lakes map.

Rail Tickets available on steamers.
Address L. G. LEWIS, G. P. A., Detroit, Mich.
P. H. McMILLAN, Pres. A. A. SCHANTZ, Gen. Mgr.

Detroit & Cleveland Nav. Co.

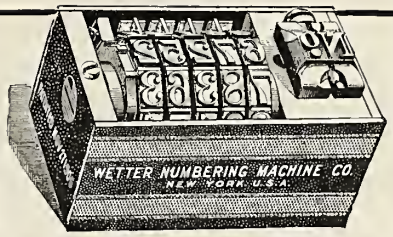
Wherever Engravings are used WALTONES give satisfaction



THE INLAND WALTON ENGRAVING CO.
120-130 SHERMAN ST.
CHICAGO

The WETTER NUMBERING MACHINE

Is made in the right way. By the right kind of men. In the right kind of shop. Works better and lasts longer than others.



MODEL 125

Five-wheel machine to automatically number from 1 to 99999

No 12356

FACSIMILE IMPRESSION

See our advertisement in the March number how to secure a CASH PRIZE for what you know in regard to combinations that can be made with NUMBERING MACHINES.

WETTER NUMBERING MACHINE CO., 331-341 Classon Avenue, Brooklyn, N. Y., U. S. A.

Mr. Samuel Insull, Sr., Sp. Rep., 34 Queen Street (Cannon Street), Cheapside, E. C., London, England

EMBOSSING PAR EXCELLENCE

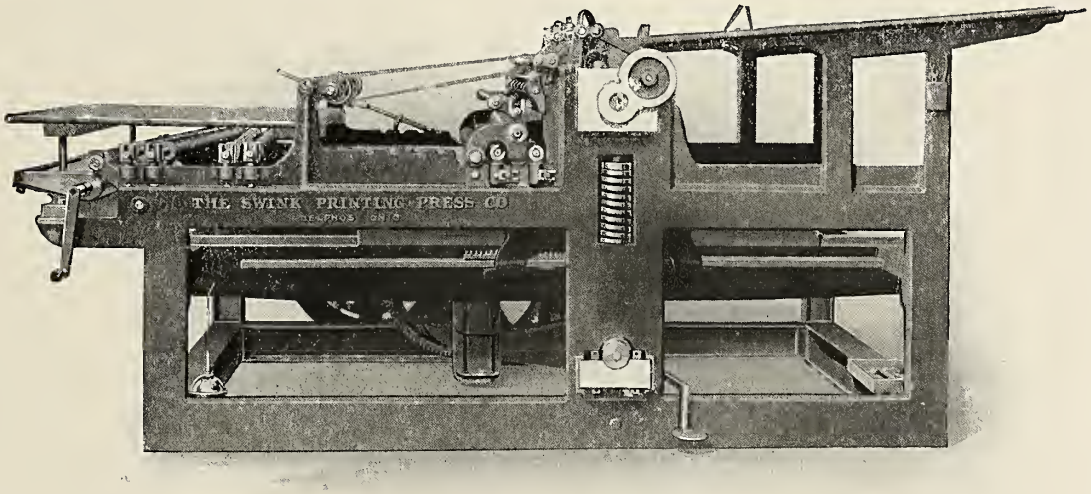
Mr. Printer,—Should you have the opportunity to come across some unusual, attractively printed and embossed catalogue cover, please trace it to its origin. You will find that we are the makers—if not, send it to us and we will improve on it.

We do designing, furnish catchy ideas, which put the finishing touch to your customers' advertising literature.

We also make a specialty of advertising novelties, such as trade-marks, in statuette and bas-relief form in our composition material.

Your correspondence is earnestly solicited. Prices quoted and samples submitted upon request.

CHICAGO EMBOSSING COMPANY, 146 N. Union St., Chicago, U. S. A.



THE SWINK TWO-REVOLUTION PRINTING PRESS

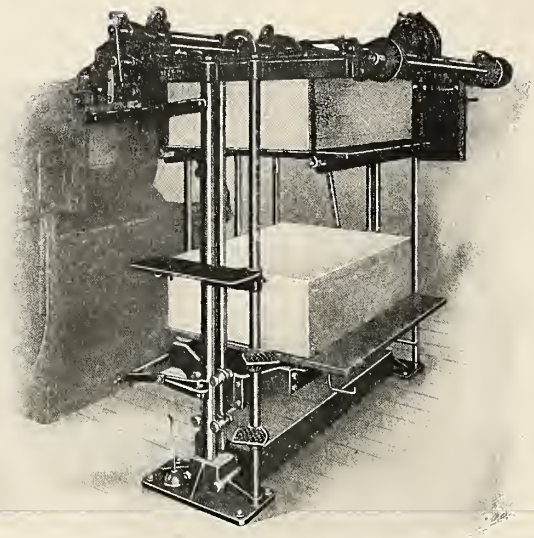
The Swink possesses such degree of merit as to excite the admiration of its users. We have them in large offices in large cities. We are receiving duplicate orders. It is beautifully designed, splendidly constructed, exceptionally strong and moderate in price. Guaranteed speed, 1,800 per hour. Built in one size, 27 x 40.

We will be pleased to give detailed information upon request.

THE SWINK PRINTING PRESS COMPANY

Factory and General Office, DELPHOS, OHIO

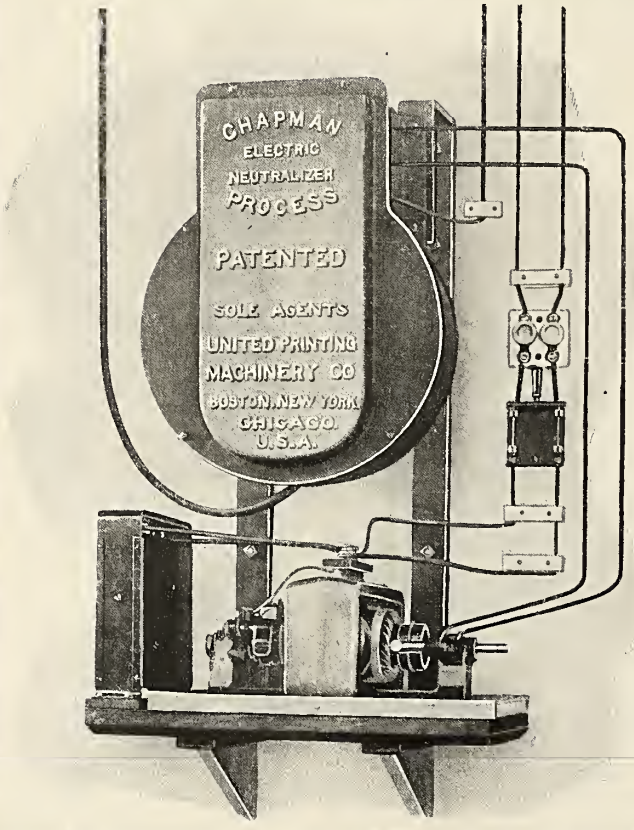
U. P. M. Automatic Continuous Pile Feeder—



Simple
Positive
Reliable

We will demonstrate to you in your own pressroom that this feeder accomplishes all that we claim for it.

Chapman Electric Neutralizer



A guaranteed cure for pressroom troubles from Static Electricity.

Offset eliminated.

Jogging easily accomplished.

Paper does not stick to the pile, catch on the guides or cling to the fly.

LET US MAIL YOU
A PARTIAL LIST OF
OUR EQUIPMENTS.

United Printing Machinery Company

246 Summer Street, BOSTON **12-14 Spruce Street, NEW YORK**

WESTERN AGENT

WILLIAMS LLOYD MACHINERY CO., 124-128 Federal Street, CHICAGO

FALSE ALARM

The following has appeared in several publications:

The Truth

We do not copy; we originate, and for a hundred years have been the pioneers in printing machinery.

WARNING

AS is well known throughout the newspaper world, we recently brought out a Stereotype Rotary Press of such novel construction and superior advantages that it at once attracted universal attention and secured the general approval of newspaper publishers. This press is now in use in a large number of important offices throughout the country, including the *New York World*, the *New York Journal of Commerce*, the *Toronto World*, the *Milwaukee Daily News*, the *Richmond Times-Despatch*, the *Vancouver Province*, etc.

A close imitation of this machine is now being advertised by R Hoe & Co., New York. Our machine is fully protected by United States Patent No. 814,510, issued March 6, 1906, and by other patents belonging to us, and in order that no one may be unwittingly misled,

We Hereby Give Public Notice

That any party purchasing and using this or any other imitation of our press would at once become liable to ***prosecution as an infringer.***

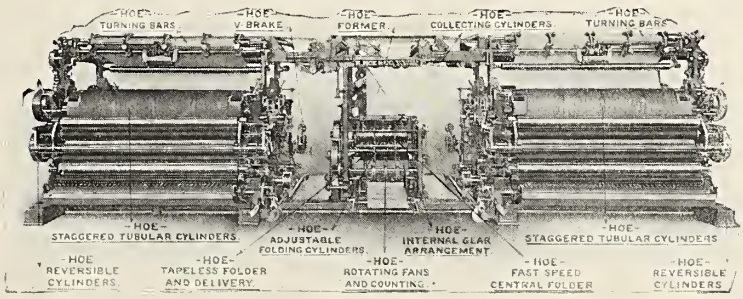
Having given this full and timely warning, we shall protect our rights. **DUPLEX PRINTING PRESS CO**

Battle Creek, Mich., June 24, 1910.

The Truth

We make all styles of presses, to suit all kinds of pressrooms.

Strip any press of Hoe Mechanism and Appliances and see what is left.



PATENTED CENTRAL FOLDER QUADRUPLE PRESS

Capacity, 40,000 16-page Papers per Hour

ONE OF THE HUNDRED DIFFERENT STYLES WE MANUFACTURE

The press illustrated above was made by us for the *Albany Journal*, and similar machines are running in many other offices.

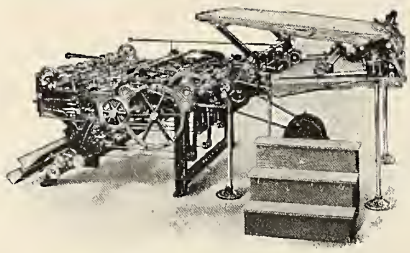
Note equal runs of webs and facility for passing from one side of the machine to the other.

We are advised by our attorneys that our press does not in any way infringe upon any rights of the Duplex Company under the patent referred to. Therefore, we are prepared to accept full legal responsibility for all machines sold by us, and we will protect our customers and give them the fullest indemnity against any suits for infringement which may be brought against them.

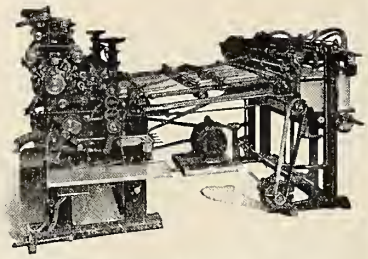
R. HOE & CO., 504-520 Grand St., NEW YORK, N. Y.

ALSO AT

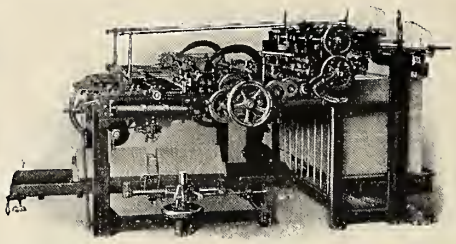
7 Water Street Boston, Mass.	143 Dearborn Street Chicago, Ill.	160 St. James Street Montreal, Can.	109-112 Borough Road London, S. E., Eng.	8 Rue de Chateaudun Paris, France



Quadruple Folder and Cross Feeder



Offset Press with Dexter Feeder



Double Sixteen Folder and Dexter Feeder

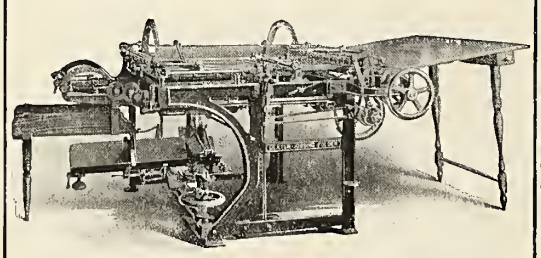
Strength in Numbers

Two months previous to the date of this Inland Printer there were 1958 of our Feeders, Folders and Cutters in use in the offices of successful and progressive printers in Chicago, New York, Boston and Philadelphia. All of these machines have been doing profit-making work all the time since they were installed. In many cases one machine led to the purchase of another; a successful Feeder prompted the purchase of a Folder, and that led to a Cutter; then there came duplicate orders. Proved merit in daily operation has sold many of these machines. The salesman's work is halved as soon as one of the Dexter Trio gets fairly at work. After that, the capacity of the office is the only limit to re-orders. They are not only good machines, from a mechanical point of view — they are profit-makers. And we see to it that they continue to be profit-makers. We lose sight of none of the machines we make and install. We follow them with the best service ever given by any machine builder. We sell this service with every machine, and it is yours at any time for the asking. They must make good, and they do make good. They are the best possible at the start, and we make sure that they prove in their operation up to 100 per cent of possible efficiency.

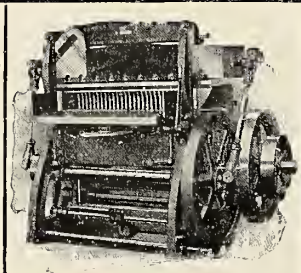
We will be glad to figure this all out with you if you will let us know when it will be convenient for you to take up the question of efficiency, which means profit

Dexter Folder Co.

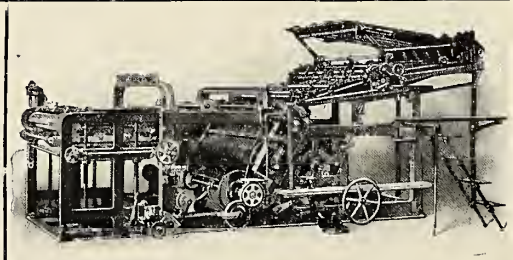
Chicago, New York, Boston, Buffalo, San Francisco, Atlanta, Philadelphia, London, Paris, Cape Town, Buenos Aires, Melbourne



Our New Jobbing Folder No. 190

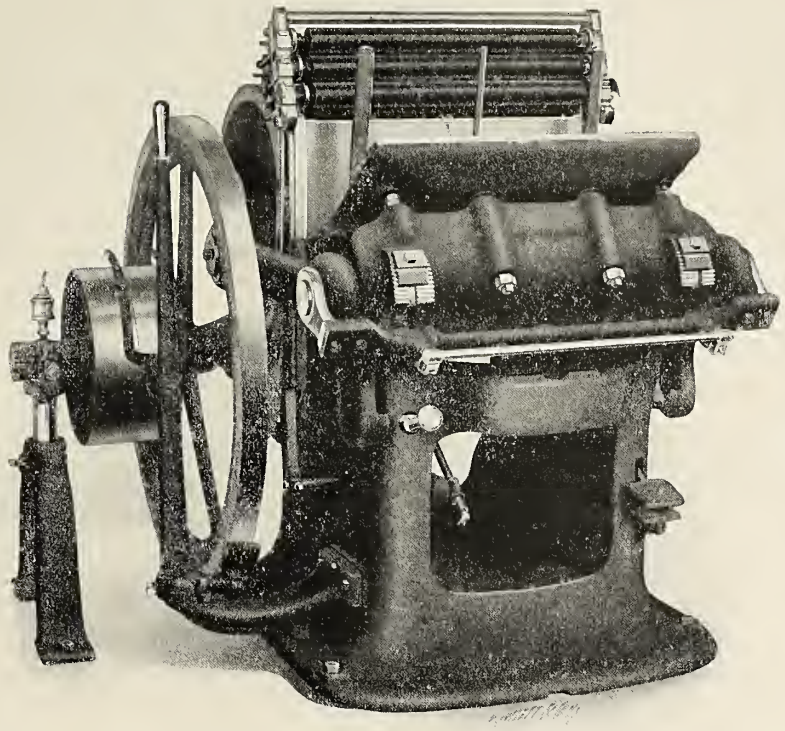


Dexter Cutters



Sheet-feed Rotary Press with Cross Feeder

In This Press



"The Colt's Armory"

The platen makes a square slide to and from the bed, free from the controlling device.

The impingement of the sheet upon the form is exceedingly accurate. The platen, during the feeding period, is caused to move and reverse very slowly and smoothly.

The laying-on and removal of sheets is thus facilitated and close registry ensues.

The revolving main ink-cylinder reciprocates, thereby imparting cross-line, or rubbing, distribution to all of the composition rollers.

The form-inking carriage is driven from rest to full speed, and vice versa, by a precise accelerating action.

The crank-pins and shafts are pressed "home" under a definite, measured load.

The cylindrical surfaces are ground on "live" centers and all bearings are reamed to exact gauge dimensions.

The aggregate of accuracy, rigidity and strength is such that the make-ready is largely automatic and the impression will continue sharp indefinitely.

The nub of it all is that, for high-grade printing, this machine, when Manned by a Master Printer, is a Producer of the Highest Speed and Longest Endurance Obtainable.

JOHN THOMSON PRESS COMPANY

Printing and Embossing Press Manufacturers

TWO FIFTY-THREE BROADWAY, NEW YORK CITY — FISHER BUILDING, CHICAGO

CATALOGUE MAY BE OBTAINED FROM EITHER ADDRESS



OPENS WITH THE FOOT

The Justrite Oily Waste Can

For Printers, Engineers and Machine Shops

EXAMINED and TESTED by the NATIONAL BOARD OF FIRE UNDERWRITERS, and Listed by their Consulting Engineers.

ADVANTAGES *of the* JUSTRITE

The Patented Foot Lever opening device is so convenient that it obviates all desire to *block the cover open*, thereby greatly increasing the efficiency of the JUSTRITE can over all others. This feature appeals to all users of oily waste or refuse cans.

FOR SALE by leading printers' supply houses and hardware dealers, or write us direct for circulars and prices.

THE JUSTRITE MFG. CO., 332 S. Clinton St., CHICAGO

CANADIAN AGENTS { MILLER & RICHARD, Winnipeg and Toronto
GEO. M. STEWART, Montreal



Read by British and Colonial Printers the World over.

The British Printer

Every issue contains information on trade matters by specialists. Reproductions in colors and monochrome showing modern methods of illustrating. All about New Machinery and Appliances. Trade notes form reliable guides to printers and allied traders. Specimens of jobwork form original designs for "lifting."

PUBLISHED BI-MONTHLY.

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LEICESTER and LONDON

AMBITIOUS PRINTERS

who enjoy good, helpful literature and artistic printing, can do no better than to read

The Caxton Magazine

The Caxton Magazine for one year and your selection of any SIX of these Caxtonesque Brochures,

ALL FOR ONE DOLLAR

"Compensation"—*Emerson.* **"Collectanea"**—*Kipling.*
"Poor Richard's Almanack"—*Franklin.*
"Rubaiyat of Omar Khayyam"—*Fitzgerald.*
"Self-Reliance"—*Emerson.* **"Bacon's Essays."**
"Everyman." **"Essay on Books"**—*Montaigne.*

THE CAXTON SOCIETY, Dept. I,
(Sample copies, 10 cents) **PITTSFIELD, MASS.**

The Norwich Film



Cartoonists are missing opportunities every day by not using the

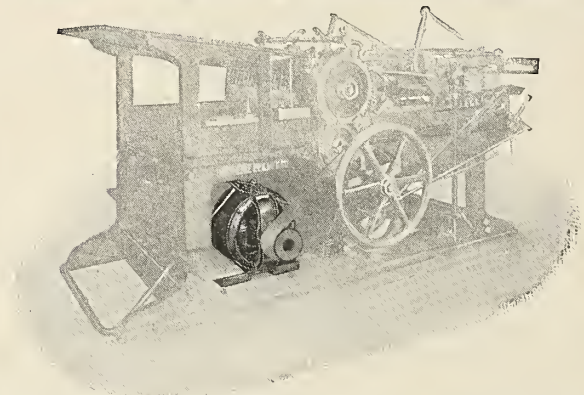
Norwich Film

It has a transparent drawing surface and provides the easiest way of making newspaper cuts ever known.

WRITE

The Norwich Film
Norwich, Conn., U. S. A.
LEFRANC & CIE, London and Paris

Equal to a Cost System for Saving Money

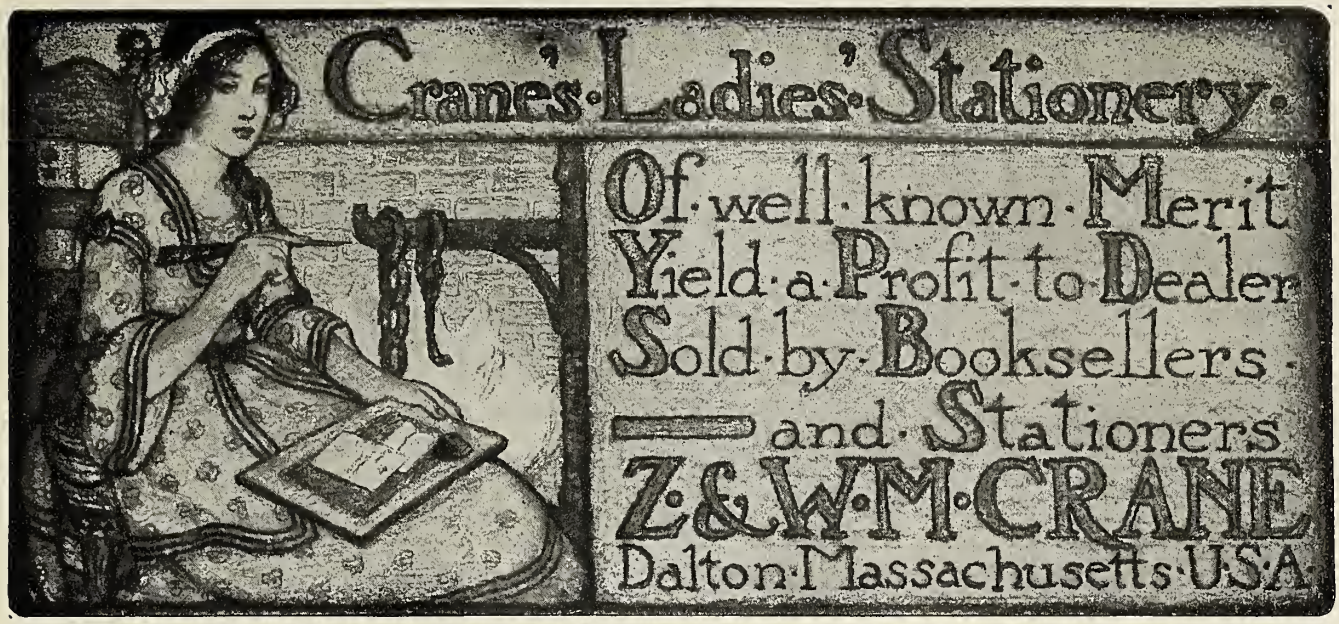


You will SAVE MONEY by installing Individual Motor Drive in your plant.

This system cuts down operating expenses. We are experts in this work and build printing-press motors that are highly efficient and reliable

WRITE FOR OUR PRINTERS' GUIDE

THE TRIUMPH ELECTRIC CO.
CINCINNATI, OHIO



WE WILL BUY

COPIES OF

Earhart's Color Printer

IN GOOD CONDITION

The Inland Printer Co., 130 Sherman St., Chicago

Inland Printer Technical School

MACHINE COMPOSITION DEPARTMENT

No educational feature in connection with the printing trades has surpassed the success which has attended this venture. More than 1,100 graduates.

MECHANISM AND FINGERING TAUGHT

and so thoroughly that many experienced operators have taken the course after working with graduates.

The compositor who wants to look in at the money-making end of his trade should send postal for booklet "MACHINE COMPOSITION" and learn all about the course and what students say of it. Manipulation of **The Junior Linotype** and **Thompson Typecaster** taught without extra charge.

INLAND PRINTER TECHNICAL SCHOOL, 120-130 Sherman St., Chicago

LABOR-SAVING **Kidder Machinery** MONEY-MAKING

SHIPPING RECEIPTS?

What does the inquiry "Please quote on Five Million Shipping Receipts" or "Bill of Lading Forms" mean when you receive one in the morning's mail? A *big job*, a *long run*, *wanted* in a *hurry*, and from one of your best customers. You say, "Up against it!" Why? Have not got the facilities to handle such work and can not do it cheap enough; again, you could not think of tying up the cylinder presses on such work. "Sorry," you say, "Have to let the job go." The next time such an inquiry reaches you, don't let it go by. Write us, we will show you how to do it *profitably* and *quickly*.

Kidder Press Co. Main Office and Works Dover, N.H.

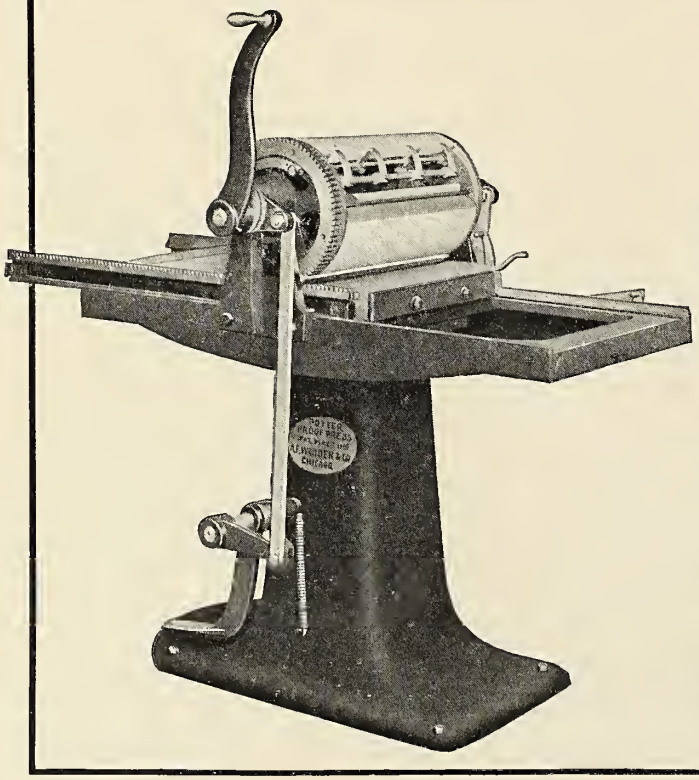
CANADA:
THE J. L. MORRISON CO.
TORONTO

NEW YORK OFFICE:
261 BROADWAY

GIBBS-BROWER CO., Agents

GREAT BRITAIN:
JOHN HADDON & CO.
LONDON

The Proof Press with Gripper Feed



THE POTTER PROOF PRESS being equipped with grippers, makes possible the proving of the finest colorwork in absolute register, and in addition to this, takes the very finest possible proof of any class of work, as the grippers hold the sheet taut and absolutely overcome bellying and wrinkling, thus avoiding any slur on the proof.

In the **Potter Proof Press** all the principles of a cylinder press have been applied for hand operation. It not only has the grippers, but also impression trip, continuous register rack, reciprocating bed, etc., making possible the best proofs in a minimum of time.

The **Potter Proof Press** is built in two convenient sizes, namely — 10 x 25" and 16½ x 25".

Catalogues and samples of work done on the machine will be mailed promptly on receipt of request.

Sold by responsible Typefounders and Dealers

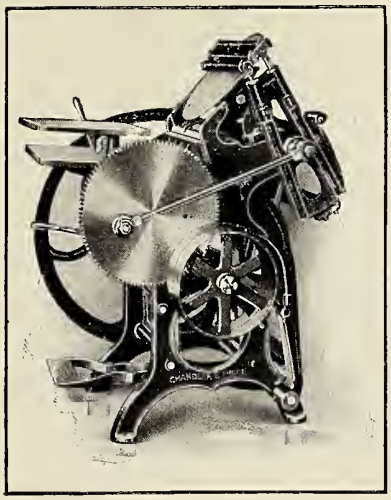
MANUFACTURED BY

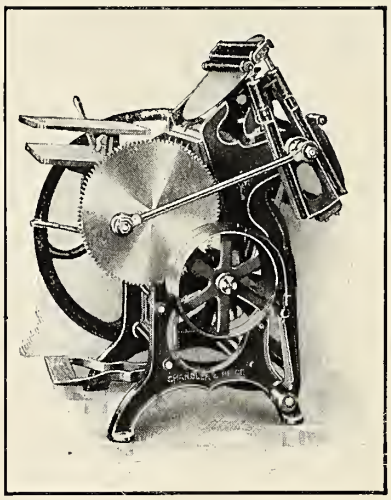
A. F. WANNER & CO.

340 - 342 Dearborn Street, Chicago, Ill.

The Chandler & Price Press Pyramid

SHOWING ACTUAL SALES AND DELIVERIES OF THIS RENOWNED PRESS FROM DATE OF THE BEGINNING OF BUSINESS UP TO JULY 31, 1910





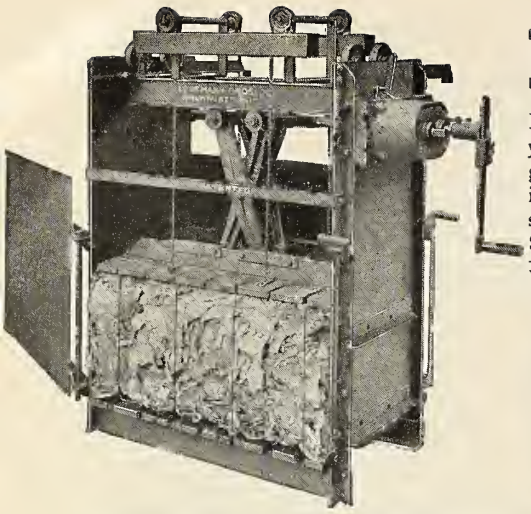
FOR YEAR ENDING JULY 31

1887—311 GOROONS
1888—367 GORDONS
1889—413 GORDONS
1890—610 GORDONS
1891 — 652 GORDONS
1892 — 657 GORDONS
1893 — 732 GORDONS
1894 — 743 GORDONS
1895 — 1,143 GORDONS
1896 — 1,375 GORDONS
1897 — 1,086 GORDONS
1898 — 1,589 GORDONS
1899 — 1,707 GORDONS
1900 — 1,763 GORDONS
1901 — 1,634 GORDONS
1902 — 2,130 GORDONS
1903 — 2,358 GORDONS
1904 — 2,282 GORDONS
1905 — 2,393 GORDONS
1906 — 3,002 GORDONS
1907 — 3,677 GORDONS (Year of San Francisco Fire.)
1908 — 1,829 GORDONS (Year of Panic.)
1909 — 2,794 GORDONS
1910 — 3,124 GORDONS

TOTAL NUMBER CHANDLER & PRICE GORDONS SOLD AND DELIVERED IN TWENTY-FOUR YEARS 38,371

THINK OF IT! 38,371 CHANDLER & PRICE GORDON PRESSES Made, Sold and Delivered in TWENTY-FOUR YEARS. Such is the result of manufacturing goods of real merit. The Chandler & Price Presses lead! Ask your dealer for them and accept no substitute.

THE CHANDLER & PRICE CO., *Makers*, Cleveland, Ohio, U. S. A.



FIRE RISK

DECREASED with our STEEL constructed, fireproof waste-paper baler. Will bale your waste to advantage and bring very best price. Strong, rapid, permanent, obtaining greatest compression with least power. Sanitary conditions improved by keeping premises clean. Little floor space required. Long life of press guaranteed. Will pay for itself in a short time. We build a variety of thirty styles and sizes to meet requirements. Select a Baling Press as you would high-grade machinery and purchase the best.

We also build a rapidly operating LABEL CUTTING PRESS. Write for catalogs.

LOGEMANN BROTHERS CO.

MILWAUKEE WIS

Metal Plate Printing

An up-to-date text-book, explaining in simple language the process of printing from metal plates in the lithographic manner. Complete in every detail. Every printer who is interested in the offset press should read it.

Price, $2.00 per copy, post paid.

PUBLISHED BY

The National Lithographer

The only lithographic trade paper published in America. Subscription price, $2 per year.

150 Nassau Street
NEW YORK

Founded and Edited by H. SNOWDEN WARD, F. R. P. S.
Established January, 1894.

THE PROCESS ENGRAVER'S MONTHLY

THE PROCESS PHOTOGRAM — ESTABLISHED JAN 1894

Deals only with the Illustration side of Printing, but deals with that side thoroughly. Post free, $2 per annum.

DAWBARN & WARD, LTD. { 68-74 Carter Lane / Ludgate Hill } LONDON, E. C.

AMERICAN AGENTS:
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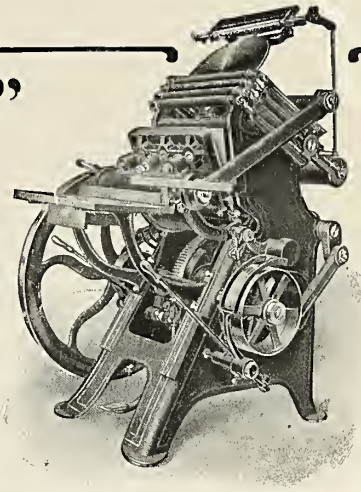
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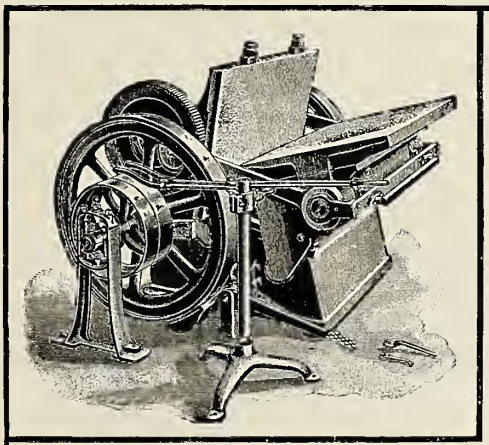
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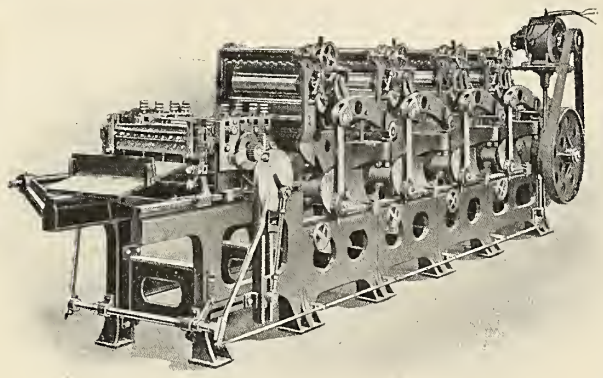
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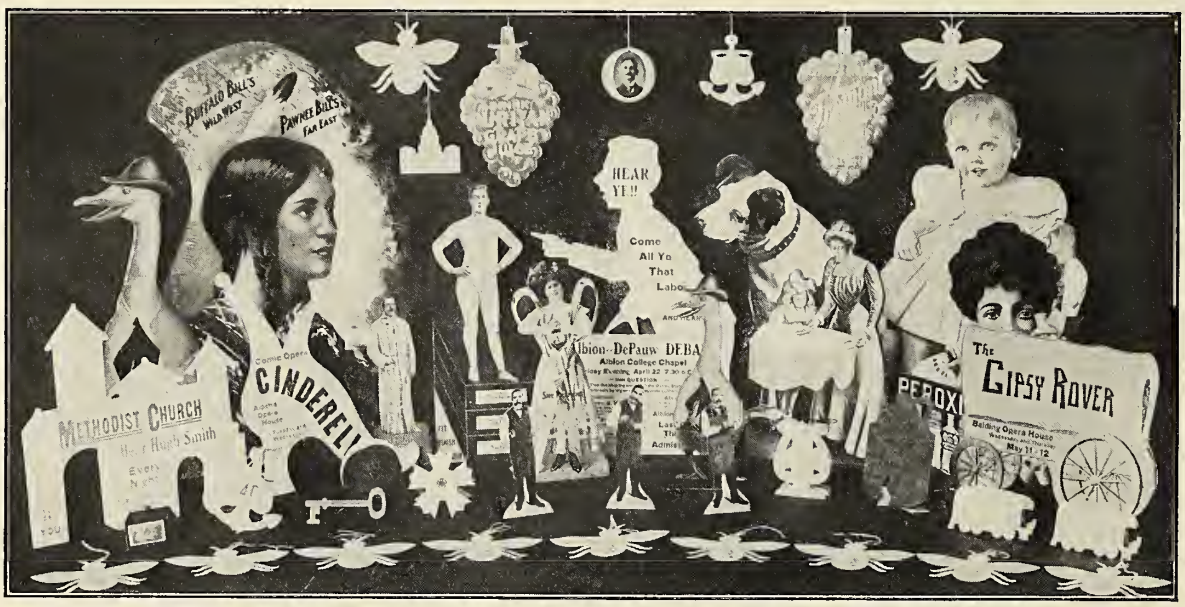
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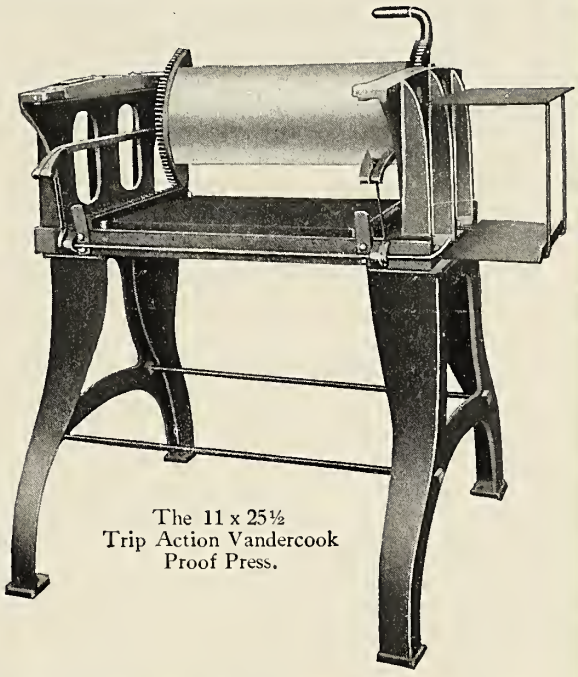
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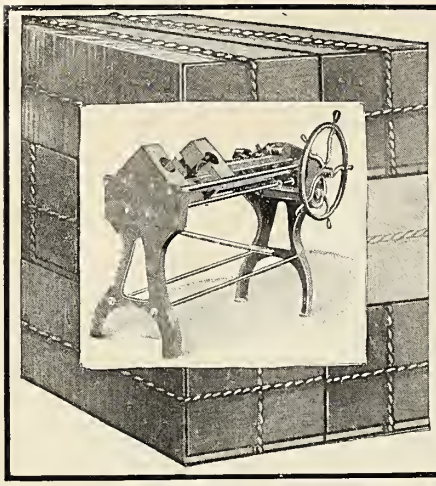
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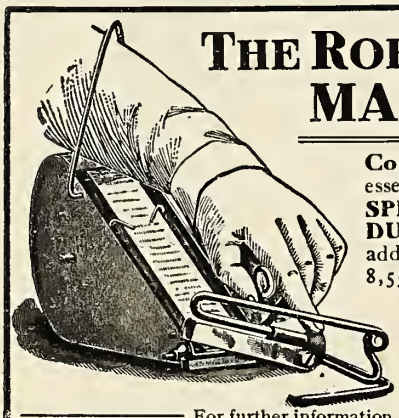
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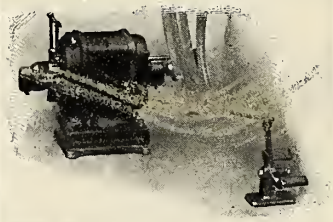
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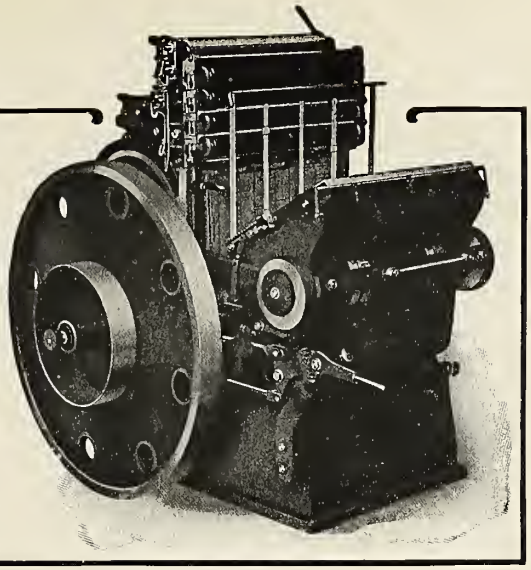
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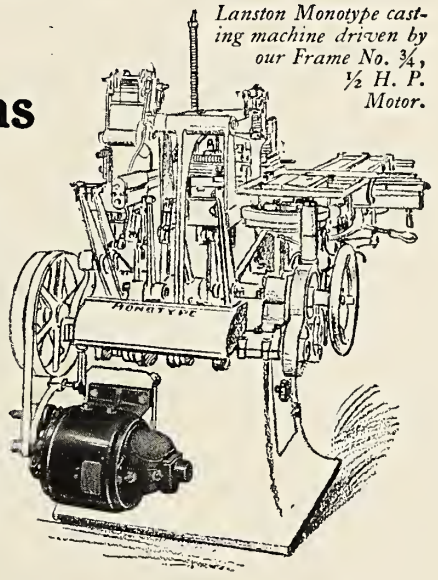
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—and these weights:

20x25—50, 65, 80 lbs.
22x28½—60, 80, 100 lbs.

—and is stocked by these jobbers:

BALTIMORE	Dobler & Mudge.
BOISE CITY	Idaho Paper Co.
BUFFALO	The Alling & Cory Co.
CHATTANOOGA	Archer Paper Co.
CHICAGO	James White Paper Co.
CINCINNATI	The Chatfield & Woods Co. The Diem & Wing Paper Co. The Whitaker Paper Co. The Cincinnati Cordage & Paper Co.
CLEVELAND	The Union Paper & Twine Co.
COLUMBUS	The Central Ohio Paper Co.
DAYTON	The Keogh & Rike Paper Co.
DENVER	The Peters Paper Co.
DES MOINES	The Carpenter Paper Co.
DETROIT	The Union Paper & Twine Co.
INDIANAPOLIS	C. P. Lesh Paper Co. Indiana Paper Co.
KANSAS CITY, MO.	Graham Paper Co.
LOS ANGELES	Zellerbach Paper Co.
MIDDLETOWN, OHIO	The Sabin Robbins Paper Co.
MINNEAPOLIS	McClellan Paper Co.
NASHVILLE	The Whitaker Paper Co. Graham Paper Co.
NEW ORLEANS	E. C. Palmer & Co.
NEW YORK	Henry Lindenmeyr & Sons.
OAKLAND, CAL.	Zellerbach Paper Co.
PHILADELPHIA	Garret Buchanan Co.
PITTSBURG	The Alling & Cory Co. The Chatfield & Woods Co.
PORTLAND, ORE.	Pacific Paper Co.
RICHMOND, VA.	The Richmond Paper Co.
ROCHESTER	The Alling & Cory Co.
SALT LAKE CITY	Carpenter Paper Co. of Utah.
SAN FRANCISCO	Zellerbach Paper Co.
ST. LOUIS	Graham Paper Co.
ST. PAUL	Wright, Barrett & Stilwell Co.
FOREIGN SELLING AGENTS.	Henry Lindenmeyr & Sons, London, England.



THE BECKETT PAPER COMPANY

Makers of Good Paper in HAMILTON, OHIO, since 1848

Buckeye Cover

Last week a big printer told our advertising manager that he made it a rule never to use a cover-stock costing less than ten cents a pound for fine booklet work.

Being shown an assortment of "Buckeye Covered" Booklets and Catalogues, he admitted that if he had looked in his sample-book more and his price-list less, he could in many cases have turned out better work at a greater profit.

It is as great a mistake to select cover-stock by its price alone as to select a printer by his estimate alone.

The main thing is not what you pay, but *what you get for the money.*

Buckeye Cover is distinctively a *cover opportunity* for progressive printers who wish to increase the effectiveness of their work without increasing its cost.

Samples and suggestions proving conclusively that Buckeye is the biggest *cover value* on the market will be sent free by the nearest jobber, or by the mill.

Look for the mark:



THE BECKETT PAPER COMPANY

Makers of Good Paper in HAMILTON, OHIO, since 1848

I. T. U. Course

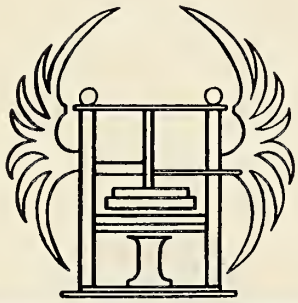
Prevents
Humiliation
Peevishness
Nervousness

These afflictions beset the young man who is given some job or display work to set for the first time. It is the same with the journeyman who has had little opportunity to perfect himself at such work; indeed in his case there is an element of humiliation which tends to unman him.

Those things can be avoided by taking the I. T. U. Course of Instruction in Printing. The student will be taught the principles underlying display typography. He will also have actual work (in type or by sketches, as suits his convenience) of the kind that makes him sweat blood if he happens to have had neither training nor experience.

Then, too, as he travels along the way, the instructors will lend a hand in helping him with his every-day work.

This confidence-giving and informing Course is sold for less than cost, and it is a wonder-worker.



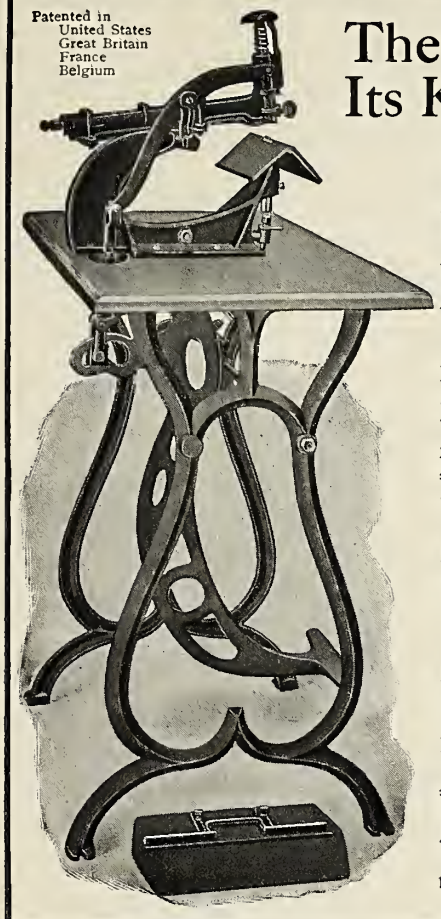
For information send a postal to

THE I. T. U. COMMISSION

120 SHERMAN STREET, CHICAGO, ILL.

Sold for less than actual cost—$23 for spot cash, or $25 in installments of $2 down and $1 a week till paid. Each student who finishes the Course receives a rebate or prize of $5 from the International Typographical Union.

Patented in
United States
Great Britain
France
Belgium



The Best of Its Kind

THE ACME Wire Staple Binder

Has served its purpose in prominent printing establishments for many years.

- Uses Fine and Coarse Staples.
- Binds to ¼-inch.
- Has Automatic Clinching and Anti-clogging Devices.
- Equipped with both Flat and Saddle-back Tables.
- Holds 250 Staples at a charge.

Acme Staple Co.
LIMITED
112 North Ninth Street
CAMDEN, N. J.

When you buy—
Buy the Best,
The Newest



Front view.

The Star Composing Stick

is accepted by those who use and know as the one perfect Stick.



Back view.
Note the Grooves.

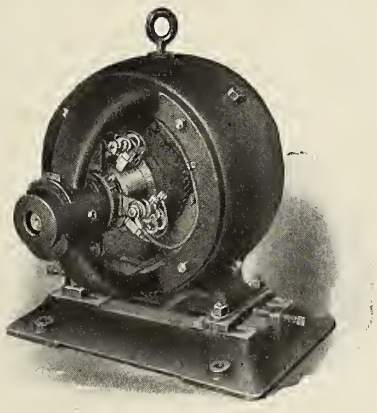
Both ends of knee lock securely, yet when knee is unlocked the projections are released from *grooves* by a spring, protecting the grooves from wear. This *groove system* has proven its efficiency and longevity of service.

Made in all popular sizes at a price in keeping with their actual worth.

FOR SALE BY SUPPLY HOUSES *GENERALLY*

The Star Tool Manufacturing Company
17 West Washington St., Springfield, Ohio

The Peerless



THE most successful printing offices — *the ones making the most money* — have installed the Peerless System of Individual Motor Drive; their cost systems have shown that good work and good profits both demand it.

ON ANY POWER PROBLEM
Write

THE PEERLESS ELECTRIC CO.
Factory and General Office, WARREN, OHIO
CHICAGO, 226 West Superior St. NEW YORK, 43 West 27th St.

The Mechanical Chalk Relief Overlay Process

is rapidly supplanting all other overlay methods, both hand and mechanical.

As contributory causes may be mentioned:

Ease of production
Containing relief on both sides of ground sheet
Superior printing results
Comparative cost, etc., etc.

Upwards of 12,000 Printing Plants, in all parts of the world, have installed the process

Among whom are —

The Curtis Pub. Co.	The Ladies' Home Journal The Saturday Evening Post
Butterick Pub. Co.	Government Printing Office
Mc Call Co.	R. R. Donnelley & Sons Co.
Scribner Co.	Chasmar-Winchell Co.
Doubleday-Page Co.	Zeese-Wilkinson Co.
Phelps Pub. Co	De Vinne Press
Crowell Pub. Co.	Etc., etc.

For Samples, Information, etc., address

WATZELHAN & SPEYER
183 WILLIAM STREET . . . NEW YORK CITY

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MEGILL'S PATENT

AUTOMATIC REGISTER GAUGE

$4.80



POOR REGISTER— SPOILED WORK—

Do You Know How Much It Costs You?

It's wonderful what accuracy this little low-priced device gives. It's quickly applied—a little practice enables one to apply it in a minute. And it stays, all parts fixed, yet is adjustable in getting colors in. On any job press at sight.

A money order covering price will bring these Gauges promptly by mail. Such orders will not be referred back. Est. 40 years.

E. L. MEGILL, Inventor and Manufacturer

FREE BOOKLETS. **60 Duane St., NEW YORK, U. S. A.**



MEGILL'S DOUBLE-GRIP GAUGE.

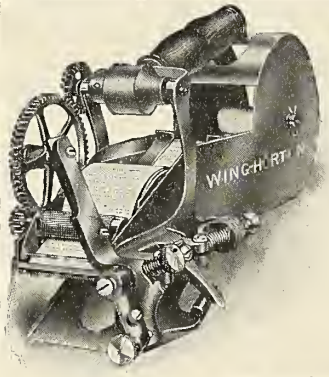
Strongest gauge in the world. No pin-points, no gluing, no patching. Holds for any weight stock and adjustable by easing nuts. Fastens through a vertical slit quickly cut in top sheet. Saves tympan. **$1.25 set of three,** including key and extra tongues.



Megill's Patent

SPRING TONGUE GAUGE PIN.

Real thing in a GAUGE PIN. Very handy. **$1.20 per doz., 40c. set of three,** including extra tongues.



"They Are Going Some"

Eight hundred and sixty-nine ***Wing-Horton Mailers*** were sold in 1909. They were all sold subject to approval, and not a Mailer was returned. If you are not using a ***Wing-Horton Mailer,*** perhaps your Mailing Department is not working to its best possible economy.

Full particulars supplied on request.

CHAUNCEY WING, Manufacturer . . Greenfield, Mass.

CROWN BOND

IN THE NEW

"COCKLE FINISH"

AND

"LITHO. PLATE FINISH"

Profit papers of superior quality. Moderate price. Will be pleased to mail SAMPLES.

Parker, Thomas & Tucker Paper Co.

76-82 Sherman Street - - - - - - Chicago

Danish Bond

is a Business Builder



It builds for the Consumer, because—it makes noteworthy stationery.

It builds for the Printer, because—profits are liberal and orders return.

SOLD BY

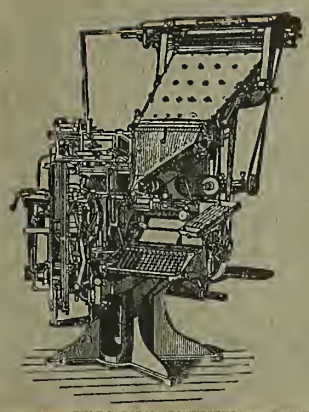
Tileston & Livermore Co., Boston, Mass.
Miller & Wright Paper Co., New York
Wilkinson Bros. & Co., Phila., Pa.
B. F. Bond Paper Co.
Baltimore, Md., and Washington, D. C.
E. C. Palmer Co., New Orleans, La.
The Central Ohio Paper Co.
Columbus, O.
R. H. Thompson Co., Buffalo, N. Y.
Hudson Valley Paper Co.
Albany, N. Y.
Dwight Bros. Paper Co., Chicago, Ill.
McClellan Paper Co.,
Minneapolis, Minn.
Kansas City Paper House
Kansas City, Mo.
Carpenter Paper Co., Omaha, Neb.
Barber & Ellis Co., Toronto, Brantford and Winnipeg, Canada
Carter Rice and Carpenter Paper Co.
Denver, Colo.
O. W. Bradley Paper Co., St. Louis, Mo.
R. M. Myers & Co., Rochester, N. Y.
Pacific Paper Co., Portland, Ore.
Crescent Paper Co., Indianapolis, Ind.
Blake Moffit & Towne
Los Angeles and San Francisco, Cal.
Louisville Paper Co., Louisville, Ky.

MANUFACTURED BY THE

B. D. RISING PAPER COMPANY HOUSATONIC, BERKSHIRE COUNTY, MASSACHUSETTS

The Linotype Microbe

5 to 36 Point



One Man Runs It

Is a living organism in the brain of every master printer whose plant has grown beyond the job and platen press stage.

And in the brains of 99 out of 100 newspaper publishers who are still setting type by hand, it is as incurable as a *cancer*, and the result is as inevitable as Death and Taxes.

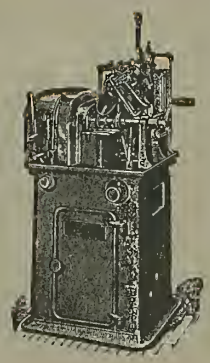
Eventually—

THE LINOTYPE

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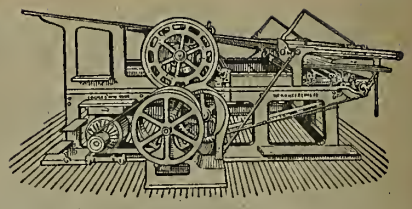
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TORONTO—Canadian Linotype, Ltd., 35 Lombard Street
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The Miehle

The following is a list of Miehle Presses shipped during the month of *July 1910*



THIS LIST SHOWS THE CONTINUED DEMAND FOR MIEHLE PRESSES.

Manz Engraving Co. ..... Chicago, Ill. 3
Previously purchased twenty-one Miehles.

The Plimpton Press ..... Norwood, Mass. 2
Previously purchased nine Miehles.

Wetzel Bros. Printing Co. ..... Milwaukee, Wis. 1
Previously purchased seven Miehles.

Peninsular Engraving Co. ..... Detroit, Mich. 1

Kinkead-Gillespie Co. ..... Chicago, Ill. 1
Previously purchased one Miehle.

Sterling Printing Co. ..... Brooklyn, N. Y. 1

C. A. Woolsey Paint & Color Co. ..... Jersey City, N. J. 1

G. Freytag ..... Vienna, Austria 1
Previously purchased five Miehles.

Anchor Linotype Co. ..... Boston, Mass. 1
Previously purchased one Miehle.

A. Oudshoorn ..... Paris, France 1

Franklin Printing Co. ..... Philadelphia, Pa. 1
Previously purchased eleven Miehles.

Needleman & Sweetwood ..... New York city, N. Y. 1

The Rees Printing Co. ..... Omaha, Neb. 1
Previously purchased four Miehles.

Cohea-Bramwood Co. ..... Indianapolis, Ind. ... 1

McMullin & Woellhaf ..... Burlington, Iowa 1

Thomas Bradwell ..... Chicago, Ill. 1
Previously purchased two Miehles.

R. R. Donnelley & Sons Co. ..... Chicago, Ill. 3
Previously purchased forty-four Miehles.

Brown & Bigelow ..... St. Paul, Minn. 1
Previously purchased fourteen Miehles.

Hershey Chocolate Co. ..... Hershey, Pa. 1
Previously purchased two Miehles.

Mansir Printing Co. ..... Holyoke, Mass. 1

Regan Printing House ..... Chicago, Ill. 1
Previously purchased sixteen Miehles.

The Universal Press ..... Toronto, Ont. 1

The Montreal Herald ..... Montreal, Que. 1
Previously purchased eight Miehles.

E. H. Palmer ..... Boston, Mass. 1

Chronicle Publishing Co. ..... Alexandria, La. 1
Previously purchased one Miehle.

Southern Paper Box Co. ..... Memphis, Tenn. 1

Knickerbocker Press ..... New Rochelle, N. Y.. 1
Previously purchased five Miehles.

M. Charaire ..... Sceaux, France 4
Previously purchased three Miehles.

Druckerei Gutenburg ..... Magdeburg, Germany 1

Publishers Printing Co. ..... New York city, N. Y. 1
Previously purchased sixteen Miehles.

A. Wohlfeld ..... Magdeburg, Germany 2
Previously purchased ten Miehles.

The Ætna Press ..... Indianapolis, Ind. ... 1
Previously purchased three Miehles.

E. T. Kohanyi ..... Cleveland, Ohio 1
Previously purchased one Miehle.

Paulinus Druckerei ..... Trier, Germany 1

Johannes Paessler ..... Dresden, Germany .. 1
Previously purchased two Miehles.

The Standard Oil Co. ..... Cleveland, Ohio 1

Munder-Thomsen Co. ..... Baltimore, Md. 1
Previously purchased five Miehles.

A. D. Weinthrop & Co. ..... Chicago, Ill. 1

Jones Printing Co. ..... Lake Charles, La. 1
Previously purchased one Miehle.

Alex. McAliver ..... Toronto, Ont. 1

The De Vinne Press ..... New York city, N. Y. 2
Previously purchased thirteen Miehles.

Eugene Smith Co. ..... Aurora, Ill. 1
Previously purchased three Miehles.

Tuttle, Morehouse & Taylor Co. ..... New Haven, Conn. ... 1
Previously purchased three Miehles.

Yoran Printing House ..... Eugene, Ore. 1

The Van Rees Press ..... New York city, N. Y. 2

Edward Keogh Printing Co. ..... Chicago, Ill. 1
Previously purchased one Miehle.

Samuel J. Matherson ..... Chicago, Ill. 1

Regensteiner Colortype Co. ..... Chicago, Ill. 2
Previously purchased fifteen Miehles.

Poole Brothers ..... Chicago, Ill. 1
Previously purchased fourteen Miehles.

The Horn-Shafer Co. ..... Baltimore, Md. 1
Previously purchased one Miehle.

The Ridgewood Ptg. & Pub. Co. ..... Brooklyn, N. Y. 1

The Blanchard Press ..... Worcester, Mass. 1
Previously purchased three Miehles.

Jones & Kroeger Co. ..... Winona, Minn. 1
Previously purchased three Miehles.

Barber & Co. ..... Toronto, Ont. 1

Geo. S. Ferguson Co. ..... Philadelphia, Pa. 1
Previously purchased six Miehles.

Shipments for July, 1910, **67** Miehle Presses

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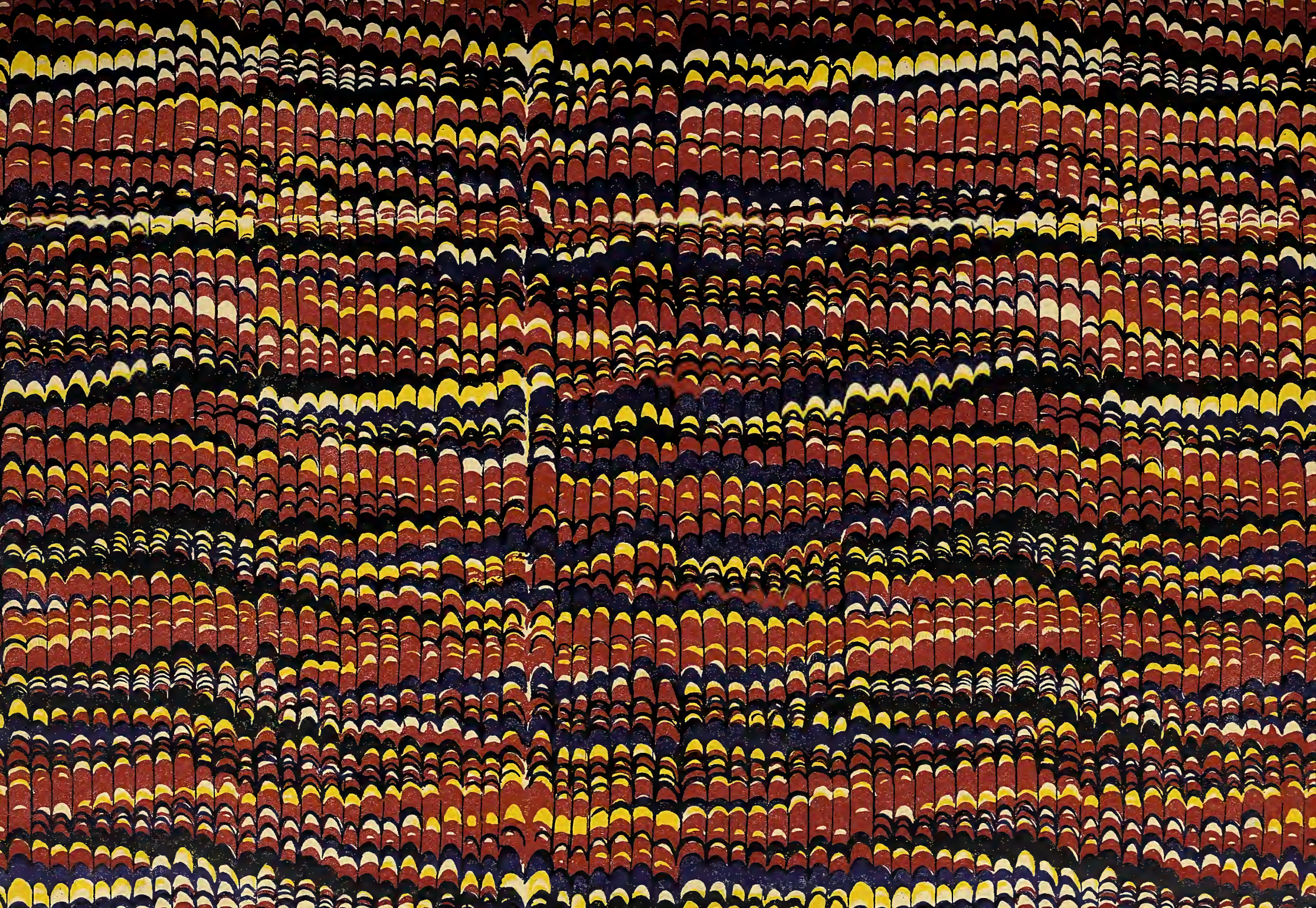
The Miehle Printing Press & Mfg. Co.

Factory, COR. FOURTEENTH AND ROBEY STREETS

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